

GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers.

Vol. XXVI. No. 2.

CHICAGO, ILL., JANUARY 25, 1911.

PRICE \$1.50 PER YEAR
TEN CENTS PER COPY.

McKENNA & RODGERS

COMMISSION MERCHANTS

SHIPPERS CORN OATS

60 Board of Trade Chicago

TRANS-MISSISSIPPI GRAIN CO.

SHIPPERS OF

CORN—kiln dried and natural.

OATS—natural and purified.

Nebraska Hard Winter Wheat.

OMAHA, NEBRASKA

SEEDS

If buyers of RED CLOVER, ALSIKE AND CANADIAN BLUE GRASS, write us for samples and prices.

STEELE, BRIGGS SEED CO., Limited,
TORONTO, CANADA

P. B. & C. C. MILES

Established 1875 Incorporated 1910

PEORIA, ILL.

Handling Grain on Commission
Our Specialty.

James E. Bennett & Co.

Established 1880

Grain Consignments and Future
Orders Solicited

Private Wires. Branch Offices
400 Postal Telegraph Building, Chicago

Tyng, Hall & Co.

GRAIN COMMISSION

Correspondence Solicited. Peoria, Ill.

FAGG & TAYLOR

GRAIN MERCHANTS

34 Chamber of Commerce
MILWAUKEE, WIS

SPECIALTIES:

Wisconsin Grown

BARLEY OATS RYE

Consign us your Corn to be sold while enroute or on arrival. If you contemplate holding we give 18 days free storage in export Elevators. Grading is excellent. At your command.

PITT BROS. & CO.,

Baltimore.



Wheat Corn Rye

J. A. Manger & Co.

216-218 Chamber of Commerce
BALTIMORE MARYLAND

CLOVERS
TIMOTHY
MILLETS

SEEDS

KAFFIR CORN DRIED PEAS
S. G. COURTEEN,

MILWAUKEE WISCONSIN

THE GALE BROS. CO.

Cincinnati, Ohio

Want Your Business

GRAIN—HAY—FEED
TRY US.

DUDLEY M. IRWIN BARLEY

1117 Chamber of Commerce Building,
BUFFALO, N. Y.

CALDWELL'S HELICOID

Seamless Steel Elevator Buckets, Elevator Boots, Rope Transmission Machinery, Sprocket Wheels, Link Belting, Shafting, Belting, Hangers, Pulleys, Gears, Car-pullers, Wood Split Pulleys, Complete Equipment for Handling Materials of All Kinds.

THE HELICOID is a distinct improvement over old style sectional-flight conveyors in durability, saving of power in operation, and regularity with which the material is carried forward. The only perfect spiral conveyor; continuous flight—no laps or rivets.

H. W. Caldwell & Son Co., Western Ave., 17th-18th St. Chicago

New York City, Fulton Bldg., Hudson Terminal, 50 Church St.

Directory of the Grain Trade

*Member Grain Dealers National Association.

AMARILLO, TEX.

Early Grain & Elev. Co., whol. grain, hay, seed.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.

ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.*

AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.

BALTIMORE, MD.

Baltimore Commission Co., grain commission.
Blackburn & Co., C. P., grain recvrs., exporters.*
Clark & Sons, Thos. S., grain receivers.*
England & Co., Chas., grain, hay.*
Fisher & Co., John T., gr'n receivers and expts.*
Frisch & Co., J. M., grain and hay receivers.*
Gill & Fisher, receivers and shippers of grain.
Hammond, Snyder & Co., Inc., receivers, expts.*
Hax & Co., G. A., grain, hay, seeds.
Herzer & Son, Gustav, grain, seeds, hay.
Huyett, D., Yulee, grain commission.
Johnston Co., Thos., grain receivers.*
Jones & Co., H. C., grain and hay.*
Kirwin Bros. Grain Co., grain and hay.*
Lederer Bros., grain receivers.*
Manger & Co., J. A., grain, seeds, hay.*
Muller Co., Louis, receivers and exporters.*
Pitt Bros. & Co., receivers and exporters.*
Robinson & Jackson, grain receivers.*

BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.*

BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain feed shippers.

BLACKWELL, OKLA.

Beutke Bros., hay, grain and alfalfa meal.

BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.
Hasenwinkle Grain Co., brokers.
Slick & Co., L. E., buyers and shippers.

BOSTON, MASS.

Benzaquin, Matthew D., grain, brokerage, com'm.
Campbell & Burnham, grain, feed.
Jordan, A. W., grain broker.
McLean Alpine Co., The, hay and grain.
Ranlet Co., The D. W., grain and millfeed.
Ronald, Thos., grain broker, export and domestic.
Wright, B. C., broker, corn, oats and mill feed.

BOURBON, IND.

Delp Grain Co., E. E., grain and mill feeds.

BOZEMAN, MONT.

Benepe-Berglund Grain Co., Mont., oats & barley.

BUFFALO, N. Y.

Alder Grain Co., buffalo commission.*
Buffalo Cereal Co., grain.*
Burns, Basil, grain commission.
Churchill Grain & Seed Co., buyers, shippers.*
Eastern Grain Co., grain commission.*
Electric Grain Elevator Co., receivers and shippers.
Harold, A. W., grain, barley a specialty.
Heathfield, W. G., strictly commission.
Irwin, Dudley M., barley.
Pratt & Co., grain commission.*
Townsend-Ward Co., grain commission.*
Waters, Henry D., grain commission.
Whitney-Eckstein Seed Co., seeds.

BUSHNELL, ILL.

Cole, G. W., grain broker.

CAIRO, ILL.

Antrim & Co., H. S., receiver and shipper.*
Halliday Elevator Co., corn, oats.*
Halliday Mfg. Co., H. L., soft, red winter wheat.
Magee Grain Co., grain.*
Thistlewood & Co., grain and hay.

CAMBRIDGE, NEBR.

Rankin Bros., wholesale grain.

CHICAGO, ILL.

Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commiss'n merchants.*
Barrell & Co., Finley, grain, stocks, provisions.*
Bennett & Co., Jas. E., receivers, shippers.*
Bogert, Maltby & Co., commission merchants.*
Crichton & Lasker, grain commission.*
Delany, Frank J., commission merchant.
Dickinson Co., The Albert, seeds.
Dole & Co., J. H., grain and seeds.*
Elmore, Squire & Co., receivers and shippers.
Finney, Sam., commission.*
Fitch & Co., Walter W. K., Mitchell, Mgr.*
Fraser Co., W. A., grain commission.*
Freeman & Co., Henry H., grain, hay, straw.
Freeman & Co., M. M., grain, hay and straw.
Gerstenberg & Co., grain, seeds.*
Griffin & Co., J. P., grain commission.
Hately Bros., grain and provisions.
Holt & Co., Lowell, grain receivers.
Hooper Grain Co., receivers, shippers.*
Lamson Bros. & Co., consignments solicited.*
Lipey & Co., grain commission.
Lynch & McKee Co., grain commission.

CHICAGO—Continued.

Mann, G. S., seed bkr., field seeds, poultry grain.
McKenna & Rodgers, commission merchants.*
Merchants Grain Co., commission merchants.*
Merrill & Lyon, commission merchants.*
Merritt Co., W. H., grain, seeds.*
Mumford & Co., W. B., hay & grain commission.
Nash-Wright Grain Co., grain, prov., seeds.
Paynter, H. M., grain and field seeds.
Peavey Grain Co., receivers, shippers.*
Perrine & Co., W. H., grain and commission.
Pfeiffer, Carl F. W., grain commission.
Press & Co., W. G., grain, provisions, stocks, etc.
Rang & Co., Henry, grain commission.
Requa Brothers, grain commission.*
Rogers Grain Co., buyers and shippers.
Rosenbaum Bros., receivers, shippers.*
Runsey & Company, grain commission.*
Sawyers Grain Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer & Co., J. C., buyers and shippers.*
Sincere & Co., Chas., N. Y. stocks, Chicago grain.
Somers, Jones & Co., grain and field seeds.*
Squire, H. F. & Co., grain & provisions.
Thayer & Co., Clarence H., commission.
Uplake Commission Co., grain commission.*
Yantis & Co., S. W., grain commission.
Wagner Co., E. W., receivers and shippers.*
Ware & Leland, grain, seeds.
Wilson & Co., B. S., grain commission.
Winans & Co., F. E., grain and seeds.*
Wright & Co., Jno. F., commission merchants.

CHICKASHA, OKLA.

Farrington, J. E., Seed House, seed corn.

CINCINNATI, O.

Allen & Munson, grain, hay, flour.*
Barnes, W. H., grain, hay and mill feed.
Bender, A., grain, brokerage & com'n.
Brown & Co., W. L., receivers and shippers.
Cincinnati Grain Co., commission merchants.
Early & Daniel Co., grain and hay.*
Ellis & Fleming, grain and hay.*
Fitzgerald Bros., grain & hay commission.
Gale Bros. Co., grain, hay, feed.*
Gray, Ralph, receiver & shipper.
Kyle & Rodgers, buyers and shippers of grain.
Louden & Co., grain commission.
Standard Hay & Grain Co., grain, hay and feed.
Van Leunen & Co., Paul, grain consignments.
Whitcomb & Root, hay, grain and mill feed.

CLARKSBURG, W. VA.

United Brokerage Co., grain, hay, feed.

CLEVELAND, O.

Abel Bros., hay, grain, feed.
Bailey, E. L., grain and millfeed.*
Cleveland Grain Co., The, receivers and shippers.*
Gates Elevator Co., grain, hay, straw.*
Sheets Bros., Eltr. Co., The, grain, hay, straw.
Star Eltr. Co., receivers, grain, hay, straw.
Strauss & Co., H. M., grain, seeds, hay.*
Union Elevator Co., grain, hay and salt.*

COLORADO SPRINGS, COLO.

Robinson Grain Co., H. A., grain, hay and flour.
Seldomridge Grain Co., grain dealers.

COLUMBUS, O.

Stritmatter, Edward, grain merchant.

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.*

CROWLEY, LA.

Lawrence Bros. Co., Ltd., grain, seed and feed.

CUMBERLAND, MO.

Marley & Co., grain and hay distributors.

DANVILLE, ILL.

McConnell, R. B., grain dealer.

DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.*

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.*
Crescent Mill & Eltr. Co., flour and grain.
Denver Comm. & Grain Co., grain and hay.
Longmont Farmers Mill & Eltr. Co., flour, grain.
Scott, E. E., broker grain, cottonseed meal, bags.
Thompson Merc. Co., W. F., hay and grain.

DES MOINES, IA.

Lockwood Grain Co., B. A., grain & millfeeds.

DETROIT, MICH.

Dumont, Roberts & Co., receivers, shippers.*
Ellair Wellington & Co., stocks & gr'n commission.
Lapham & Co., J. S., recvrs., & shippers of grain.*

DIGHTON, KAN.

Bradstreet, A. E., shipper, grain, hay & feedstuffs.

DILLON, MONT.

Dillon Grain Co., grain, flour, feed and hay.

DULUTH, MINN.

Turle & Co., grain commission.

EL RENO, OKLA.

El Reno Mill & Eltr. Co., grain buyers & shippers.

ENID, OKLA.

Johnston, W. B., grain, feed, seeds & hay.

EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

FAIRBURY, ILL.

Keller, Emil, grain broker and track buyer.

FORT WORTH, TEX.

Kelp, E. R. & D. C., grain and seed dealers.*
Terminal Grain Co., receivers, shippers.
Werner Wilkens Grain Co., receivers & shippers.

FRANKFORT, IND.

Frank & Co., Wm., grain brokers.

GALVESTON, TEX.

Fordtran, J. S., grain commission merchant.
Jockusch, Davidson & Co., grain, hay exporters.
Wisrodt Grain Co., wholesale grain eltr. facilities.

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HOWE, TEX.

Howe Grain & Mer. Co., grain, hay, seeds, feed

HUTCHINSON, KAN.

Rock Mfg. & Eltr. Co., buyers and shippers.

INDIANAPOLIS, IND.

Coppock, J. E., grain and hay, car lots.*
Finch & McComb, grain commission.
Jordan & Montgomery Co., wholesale grain.
Kinney Grain Co., H. E., receiver and shipper.*
Minor, B. B., grain consignments solicited.
Probst & Kassebaum, comm. & whol. grain & hay.
Stebbins-Witt Grain Co., commission & brokerage.
Wilson Grain Co., John, receivers and shippers.

JACKSON, MICH.

Shelden, Willis E., track buyer of grain.*
Stockbridge Elevator Co., grain, beans, hay.*

JACKSONVILLE, FLA.

Elmore & Co., Thos. T., hay, grain & mill stuffs.*

JACKSONVILLE, TEX.

Reinhardt & Co., grain, flour, hay and feed.

KANSAS CITY, MO.

Beach Grain Co., grain commission.
Benton Grain Co., screenings and chickenfeed.
Christopher & Co., B. C., grain and seeds.*
Davis & Co., A. C., grain commission.*
Denton-Kuhn Grain Co., grain consignments.
Ernst-Davis Grain Co., commission.*
Fowler Commission Co., receivers and shippers.
Goffe & Carkner, recvrs. and shprls. of grain.*
Hargis Grain Co., B. F., receivers, shippers.
Hinds & Lint Grain Co., receivers, shippers.
Home Grain Co., grain merchants.
Jacobs Grain Co., receivers and shippers.
Kemper Mill & Eltr. Co., grain and products.*
Lichtig Grain Co., Henry, receivers and shippers.
Logan Bros. Grain Co., grain commission.
Lonsdale Grain Co., grain receivers.
Moore Grain Co., receivers and shippers.*
Moore-Lawless Grain Co., grain receivers.
Moss Grain Co., barley a specialty.
Norris Grain Co., grain, seeds, screenings.
Peirson-Lathrop Grain Co., commission mchts.*
Roehen-Cary Grain Co., grain, flour, millfeed.*
Shannon Grain Co., grain merchants.*
Smith Grain Co., Perry C., receivers, shippers.
Steele & Co., H. H., grain and seeds.*
Thresher-Fuller Grain Co., grain commission.*
Vanderslice-Lynds Co., grain commission.

KENTLAND, IND.

McCray, Morrison & Co., track buyers.*

KINGFISHER, OKLA.

Kingfisher Grain & Alfalfa Mill, pure alfalfa meal

LA FAYETTE, IND.

Alder Grain Co., grain commission.*

LAMAR, COLO.

Brookshire Trading Co., grain, hay and seeds.

LINCOLN, NEB.

Lincoln Grain Co., receivers, shippers.

LITTLE ROCK, ARK.

Brook-Ranch Mill & Eltr. Co., corn and millfeed.
Gordy Co., C. L., grain and millfeed brokers.
Hayes Grain & Com. Co., grain, hay, mill feeds.

LOUISVILLE, KY.

Bingham-Hewett Grain Co., recrs. & shprs. grain.*
Brandels & Son, A., receivers & shippers of grain.
Callahan & Sons, grain.*
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay and grain.
Fruechtenicht, Henry, grain & hay.
Schuff & Co., A. C., grain & hay.
Thomson & Co., W. A., corn, oats & rye.
Vzhoeff & Co., H., receivers and shippers grain.*
Zorn & Co., S., grain.*

MCGREGOR, TEX.

McGregor Mfg. & Gr. Co., Sante Fe, grn., seeds

MCKINNEY, TEXAS.

Reinhart Grain Co., wholesale grain and hay.

Directory of the Grain Trade

*Member Grain Dealers National Association.

MEMPHIS, TENN.

Clark, Burkle & Co., grain and hay commission.
Cook, L. P., grain consignments solicited.*
Davis & Andrews Co., grain dealers.*
Farrabee-Treadwell Co., grain, hay and flour.
Jones & Rogers, grain dealers.*
McLaughlin Coal & Grain Co., grain and hay.*
Moon & Co., W. D., receivers and shippers.
Patterson & Co., G. E., receivers and shippers.*
Scruggs, Robinson & Co., grain, hay and mill f'ds.
Wade & Sons, John, grain, hay and commission.*
Webb & Maury, grain and hay.*
West & Co., J. C., grain and hay commission.*

MERCER, MO.

Alley-Staff Grain Co., oats, corn, wheat, seeds.*

MIDDLE POINT, OHIO.

Pollock Grain Co., grain, hay and straw.

MILWAUKEE, WIS.

Bartlett & Son Co., L., grain commission.
Bell & Co., W. M., grain and seeds.*
Coughlin Co., T. C., grain commission.
Courtney, S. G., field seeds.
Deutsch & Sickert Co., shippers grain, flour, feed.
Dingwall Co., C. E., grain, feed and screenings.
Donahue-Stratton Co., grain, feed, mlg. wheat.*
Fagg & Taylor, grain merchants.*
Franke Grain Co., grain and feed.
Kamm & Co., P. C., barley and rye.*
Lauer & Co., J. V., grain commission.
Lowry & Co., I. H., grain commission.*
Mereness & Gifford, grain commission.
Owen & Co., O. C., grain commission merchants.
Rialto Elvtr. Co., grain receivers & shippers.
Stacks & Kellogg, grain merchants.

MINNEAPOLIS, MINN.

Atwood-Stone Co., grain commission.
Brown & Co., E. A., commission.
Cargill Commission Co., grain commission.
Carter, Sammis & Co., grain commission.
Cooper Commission Co., receivers, shippers.
Davies & Co., F. M., grain commission.
Fraser-Smith Co., grain commission.
Gatchell-Tanton Co., grain commission.
Hankinson & Co., H. L., grain commission.
Marfield-Tearse Co., grain commission.
McIntyre-Frelich Co., grain commission.
Minneapolis Seed Co., field seeds.
Nye, Jenks & Co., grain commission.
Randall, Gee & Mitchell Co., grain and seeds.
Riheldaffer Co., J. H., grain commission merchants.
Turle & Co., grain commission.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., grain commission.
Wernli-Anderson Co., grain commission.
Zimmerman, Otto A., barley specialist.

MOBILE, ALA.

Mertz & Co., G., flour, grain & vegetables.*

MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

NASHVILLE, TENN.

Hughes Warehouse & Eltr. Co., grain.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW ORLEANS, LA.

Leonhardt & Co., A. F., grain and hay.*

NEW YORK CITY.

Cushing & Brandt, grain commission, buyers.*
Forbell & Kipp, grain commission.*
Morey Co., L. A., grain brokers.*
Robinson, G. B., Jr., grain and mill feeds.
Schwartz, B. F., brokerage and commission.*
Ulrichs & Hebert, grain commission and brokers.

NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.
Scott & Co., Inc., S. D., wholesale hay & grain.

OKLAHOMA CITY, OKLA.

Capital Grain & Eltr. Co., wholesale grain & feed.
Chowning Grain Co., grain and feed.
Cole & Brunskill Grain Co., shippers grain, seeds.
Hanna Grain Co., grain, hay, seeds, alfalfa meal.
Harrah-Robb Grain Co., wholesale grain and feed.
Kolp, E. R. & D. O., grain and seed dealers.
Moberly, Major, grain and mill feeds.
Robey Grain Co., R. E., grain broker.

OMAHA, NEB.

Alfalfa Feed & Grain Co., grain, feed and hay.
Beal-Vincent Grain Co., receivers, shippers.*
Cavers Elevator Co., receivers and shippers.*
Crowell Lumber & Grn. Co., recvrs, shippers.*
Holmquist Eltr. Co., receivers and shippers.
Huntley, E. E., receiver and shipper of grains.
Hynes Grain Co., receivers and shippers of grain.
Middle-West Elevator Co., receivers and shippers.
Nebraska-Iowa Grain Co., receivers & shippers.*
Nordstrom Gr. Co., E. A., consignments.
Nye-Schneider-Powder Co., grain recvrs, shippers.*
Omaha Elevator Co., receivers, shippers.*
Roberts Grain Co., grain commission.
Saunders-Westrand Co., shippers of grain.
Stidham Grain Co., receivers, shippers.
Taylor Grain Co., receivers, shippers.
Thompson Grain Co., grain dealers.
Trans-Mississippi Grain Co., recvrs, & shprs.*
United Grain Co., grain commission.
Weekes Grain Co., receivers and shippers of grain.
Welsh Grain Co., grain and hay commission.

PENSACOLA, FLA.

Bonacker Bros., brokers, grain, hay and millfeed.*

PEORIA, ILL.

Arnold & Harwood, grain consignments solicited.
Buckley, Pursley & Co., grain and seeds.*
Dewey & Sons, W. W., grain commission.
Feltman, C. H., grain commission.
Miles, P. B. & C. C., grain commission.*
Rumsey, Moore & Co., grain receivers.*
Tyng, Hall & Co., grain commission.*

PERRY, OKLA.

Perry Mill Co., wholesale dealers in grain.

PHILADELPHIA, PA.

Baringer, M. F., grain and millfeed.*
Clemmer, A. B., grain and feed broker.*
Clevenger, S. J., buyer and commission.*
Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., Ezl., flour, grain, feed.*
Fraser, C. C., grain and feed broker.
Lemont & Son, E. K., hay, grain, mill feed.*
Miller & Sons, L. F., grain, seeds, hay.*
Pultz & Co., J. B., grain and feed.*
Richardson Bros., grain, flour, millfeeds.*
Rogers & Co., E. L., grain, hay.*
Stites, A., Judson, grain and millfeed.

PIQUA, OHIO.

Kress Co., Harry W., track buyer, grain, hay.*
Spencer & Miller, grain, feed and seeds.

PITTSBURG, PA.

Heck & Co., W. F., grain and hay.
Elwood & Co., R. D., hay and grain.
Foster, C. A., grain, hay, feed.*
Geldel & Dickson, grain and hay.
McCaffrey's Sons Co., Daniel, hay, grain, mill feed.
McCague, R. S., grain, hay.*
Smith & Co., J. W., grain, hay, feed.
Stewart, D. G., & Geldel, grain, hay and feed.
Walton Co., Sam'l., grain and hay.

PUEBLO, COLO.

Cessna Gr. & Flour Co., P. A., grain, hay & flour.
McClelland Met'l I. & R. Co., grain, hay & feed.

RICHMOND, VA.

Fairbank & Co., S. G., grain, hay, seeds.

SAN ANTONIO, TEXAS.

Lupton, R., Whol. Grain & Cottonseed products.
Oppenheimer Grain Co., wholesale grain and hay.

SIOUX CITY, IOWA.

Fahlenkamp Grain Co., A., grain commission.
Interstate Grain Co., buyers and shippers.
Sheperdson Co., M. T., grain dealers.*

ST. JOSEPH, MO.

Elwood Grain Co., grain merchants.
Gordon Comm. Co., T. P., grain dir. and broker.*

ST. LOUIS, MO.

Botto Grain Co., Jno. V., receivers & shippers.
Brockman & Co., Arthur, receivers.
Carlisle Comm. Co., S. S., receivers and shippers.
Cochrane Grain & Eltr. Co., receivers, shippers.*
Connor Bros. & Co., grain.*
Eaton, McClellan Com. Co., grain & hay.
Goffe & Carkner Co., grain commission.*
Green Commission Co., W. L., grain.*
Kennedy Grain Co., receivers, shippers.
Mullally Com. Co., John, grain, hay, seeds.*
Nanson Commission Co., grain commission.*
Pendleton Grain Co., receivers & shippers.*
Picker & Beardsley Com. Co., grain & grass seed.*
Powell & O'Rourke, receivers, shippers.*
Roberts Grain Co., grain commission.

ST. PAUL, MINN.

Rank & Co., C. R., hay, grain and screenings.

TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.*

TOLEDO, O.

DeVore & Co., H. W., grain and seeds.
Goemann Grain Co., grain buyers.*
King & Co., C. A., grain, clover seed.*
National Milling Co., cash buyers wheat.*
Southworth & Co., grain commission.*
The Toledo Field Seed Co., clover, timothy.
Zahn & Co., J. F., grain, seeds.*

TOPEKA, KANS.

Jolley & Blanchard, grain merchants.

TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain.

TULSA, OKLA.

Binding-Stevens Seed Co., grain & seeds.

WASHINGTON, D. C.

Anderson, E. M., grain brokers and millers agent.
Clifton & Co., C. E., flour, grain and hay.

WASHINGTON COURT HOUSE, OHIO

Fayette Grain Co., buyers and shippers of grain.
Lloyd, C. E., shipper of kiln dried corn.

WICHITA, KANS.

Craig Grain Co., J. W., receivers and shippers.
Hastings & Co., grain brokers.
Independent Grain Co., grain commission.
McCullough Grain Co., grain commission.*
Western Grain Co., The, wholesale grain, seeds.
Williamson Grain Co., J. R., gr. comm. merchs.

WINFIELD, KANS.

Head Grain Co., grain, millfeed seeds.

INDIANAPOLIS BOARD OF TRADE MEMBERS

For Top Prices

Ship to

JOE F. COPPOCK

Consignments Solicited

621 Board of Trade, INDIANAPOLIS

B. B. MINOR

Forty-four years' experience running Country Elevators, and twenty-five years in Indianapolis, enables me to sell at full prices. Consigned grain receives as careful attention as my own.

718 Board of Trade Bldg., Indianapolis, Ind.

JORDAN & MONTGOMERY CO. WHOLESALE GRAIN

We own terminal elevator here. Can protect your interests. Try us.

612 Board of Trade Bldg., Indianapolis, Ind.

ST. LOUIS MERCHANTS EXCHANGE MEMBERS

CONNOR BROS. & CO,
Grain and HayFuture Orders Executed
St. Louis and Chicago

St. Louis

John Mullally, Pres. Martin J. Mullally, V-Pres.
Vincent M. Jones, Secy. and Treas.JOHN MULLALLY COMMISSION CO.
GRAIN, HAY and SEEDSConsignments and Correspondence Solicited.
Your shipments will have our best attention.
Chamber of Commerce, ST. LOUIS, MO.

MARSHALL HALL, PRES. J. B. BETHUNE, Sec.-Treas.

W. L. GREEN COMMISSION CO.
GRAINMembers } Merchants Exchange of St. Louis
Chicago Board of Trade.
203 Merchants Exchange, ST. LOUIS, MO.COCHRANE
GRAIN & ELEVATOR CO.COCHRANE'S SPECIAL
FACILITIES BRING BEST RETURNS
We'll handle your business promptly
and give big results.

ST. LOUIS - MERCHANTS EXCHANGE



A. F. EATON, Pres.

CONSIGN YOUR GRAIN AND HAY TO
THE LIVE ONES

Eaton, McClellan Com. Co.

25 years experience in the commission business.

206 Merchants' Exchange

St. Louis, Missouri



W. McClellan Vice-Pres.

W. C. GOFFE G. S. CARKENER G. C. MARTIN, JR.

Goffe & Carkener Co.

(NOT INCORPORATED)

ST. LOUIS

"The Consignment House
that Gets Results."Members { Merchants Exchange, St. Louis
Kansas City Board of Trade
Chicago Board of TradePICKER & BEARDSLEY
COMMISSION CO.Solicit your consignments
of

GRAIN, HAY and GRASS SEED

Established 1876

ST. LOUIS, MO.

Arthur Brockman

C. M. Fresch

ARTHUR BROCKMAN & CO.

511-512 Chamber of Commerce
ST. LOUIS, MO.

A house that gets best results.

Consignments Our Specialty

With a Trial Shipment
we can convince you.

ROBERTS GRAIN CO.

GRAIN HAY SEEDS
CONSIGNMENTS SOLICITED

ST. LOUIS, MO. OMAHA, NEB.

By concentrating your advertising in
THE GRAIN DEALERS JOURNAL
you can cover the Grain Dealers
of the country at one cost.

MORE

We Want More
Consignments
and Promise
Best AttentionYOU
CAN
RELY
UPON
US

Powell & O'Rourke

St. Louis Merchants
Exchange

Cash or Futures

RAILROAD CLAIMS BOOK

This book is designed to facilitate the making of Claims against railroads
and keeping a complete record of them. There are four forms arranged so a
carbon copy can be kept of each claim, as follows:

Form A. Loss of weight in transit.

Form B. Loss in market value due to delay.

Form C. Loss in quality due to delay in transit.

Form D. Loss in market value due to delay in furnishing cars.

This book will save its price many times over by economizing time and
labor, and insuring an accurate and complete record.

ORDER FORM 411. PRICE \$1.25.

GRAIN DEALERS JOURNAL,

255 La Salle Street, CHICAGO, ILL.

Nanson Commission Co.

(INCORPORATED)

GRAIN AND HAY

Write us for full
information on
St. Louis Markets202 Chamber of Commerce
ST. LOUISConsignments
a Specialty

NEW YORK PRODUCE EXCHANGE MEMBERS

FORBELL & KIPP
COMMISSION MERCHANTS
GRAIN AND MILL FEED
OATS A SPECIALTY
Consignments Solicited
342 Produce Exchange, NEW YORK CITY

CONSIDER NEW YORK

IT IS THE GREAT EASTERN
GRAIN MARKET

IT IS THE LEADING
EXPORT MARKET

We have exceptional facilities for
handling your Consignments. Cash
offers solicited.

Write us for Particulars.

L. A. MOREY CO.

Produce Exchange, New York., N. Y.

CUSHING & BRANDT

424 Produce Exchange, New York
Commission Merchants, Cif Grain
Brokers and Buyers of Cash Grain
LIBERAL ADVANCES ON CONSIGNMENTS
WHICH WE SOLICIT

Make us Offers of Low Grades of Wheat
and Hot Corn
WILL ALWAYS RESPOND

Members:—N. Y. Produce Exchange, Chicago
Board of Trade, Buffalo Corn Ex-
change, National Grain Dealers
Association.

B. F. SCHWARTZ

BROKERAGE
COMMISSION

Grain and Mill Feeds
Produce Exchange NEW YORK

OMAHA GRAIN EXCHANGE MEMBERS

CAVERS ELEVATOR COMPANY

OMAHA, NEB.

GRAIN BOUGHT and SOLD
CONSIGNMENTS SOLICITED
We Sack Grain

ROBERTS GRAIN COMPANY

GRAIN HAY SEEDS

Consignments Our Specialty.
Give us a trial.

311 Merchants Exchange 728-730 Brandeis Bldg.
ST. LOUIS, MO. OMAHA, NEB.

Nebraska-Iowa Grain Co.

ELEVATOR and GRAIN

762 to 772 Brandeis Building, OMAHA, NEBRASKA

Milling Wheat our Specialty
Consignments will Receive our Special Attention
Call us up for Quotations

Nye Schneider Fowler Grain Co.

WHOLESALE

GRAIN MERCHANTS

Correspondence
Solicited

OMAHA, NEBR.

The United Grain Co.

INCORPORATED

We are not buyers of Grain,
Commission only.

OMAHA NEBRASKA

Middle West Elevator Co.

Receivers and Shippers of Grain

Consignments Solicited

OMAHA NEBRASKA

Welsh Grain Company

Grain Consignments Solicited.

Grain and Hay for sale, ask for prices.

Brandeis Building - - - OMAHA

Union Grain & Elevator Co.

Always in the market for

BARLEY

Wire, Phone or Write.

838-40-42 Brandeis Bldg. Omaha, Neb.

Holmquist Elevator Co.

OMAHA, NEB.

Receivers and shippers of all kinds of grain.
Sacked corn and oats a specialty.
Consignments solicited.

Clark's Car Load Grain Tables

SEVENTH EDITION.

REVISED AND ENLARGED

With these tables you can quickly check up all reductions and detect and prevent errors,
which in the car lot business are liable to run into the hundreds of bushels.

Largest and most complete car load reduction table ever published. Five new tables have
been added and a set of tables for Malt is included in this new edition. RANGE—Oats and Cotton
Seed (32 lbs.), 7 tables, from 20,000 to 97,000 lbs. Malt (34 lbs.), 5 tables, from 20,000 to 75,000 lbs.
Barley, Buckwheat and Hungarian Grass Seed (48 lbs.), 7 tables, from 20,000 to 97,000 lbs. Corn,
Rye and Flax Seed (56 lbs.), 9 tables from 20,000 to 118,000 lbs. Wheat, Clover, Peas and Potatoes
(60 lbs.), 9 tables, from 20,000 to 118,000 lbs. The number of bushels in any weight of grain within
the numbers specified above are given in bold face type, the remaining pounds in light face type.
Pounds are printed in red and bushels in black.

PAPER—These tables are printed on durable heavy linen ledger paper and bound in leather
covers with marginal index.

Price, delivered, \$2.50

GRAIN DEALERS JOURNAL

Chicago, Illinois

255 La Salle Street,

TAYLOR GRAIN CO.

Grain Merchants

Consign your Grain to us for best results and
quick returns.

CAR LOTS TO FEEDERS
OMAHA, NEB.

YOU

Can find no present more ac-
ceptable to the progressive grain
dealer than a paid up subscription
to the Grain Dealers Journal.

CAIRO BOARD OF TRADE MEMBERS

Halliday Elevator Co.

WHEAT, CORN and OATS
CAIRO, ILL.

Elevator Capacity 500,000 Bushels

Magee Grain Company

GRAIN

Delta Elevator

CAIRO, ILL.

H. L. HALLIDAY MILLING CO.

We Handle

Soft Red Winter Wheat

CAIRO, ILLINOIS

KANSAS CITY BOARD OF TRADE MEMBERS

R. J. THRESHER, Pres. L. A. FULLER, Secy
Thresher Fuller Grain Co.
 Grain Commission Merchants
 Consignments Solicited
 Grain Bought and Sold for Future Delivery
 310-311 Board of Trade, KANSAS CITY, MO.

HOME GRAIN COMPANY
GRAIN MERCHANTS

Kansas City, Mo. Fort Worth, Texas

If you are not shipping us,
 Send us a car when shipping others.

By comparison you will find
 the service we render!

ERNST-DAVIS
GRAIN COMPANY

KANSAS CITY, MO.

Special Attention Given to Futures

Members:
 KANSAS CITY BOARD OF TRADE.
 CHICAGO BOARD OF TRADE
 ST. LOUIS MERCHANTS' EXCHANGE.

PERRY C. SMITH
GRAIN COMPANY

GRAIN

KANSAS CITY, U. S. A.

Successors to
J. SIDNEY SMITH & SON

A.C. DAVIS & CO.
 Grain Commission
 Mill orders a specialty
 Consignments and Future Orders Solicited
 KANSAS CITY, U. S. A.

MOORE-LAWLESS GRAIN CO.

Conscientious Service on Consignments

KANSAS CITY, - MISSOURI

Shannon Grain Co.
 Kansas City, Mo.

Mill orders a specialty. Operate country
 elevators in Nebraska, Kansas and Colorado.

ROAHEN-CARY GRAIN CO.

"MAKE US YOUR CONSIGNMENT HOUSE FOR 1911"

KANSAS CITY - - MISSOURI

DENTON-KUHN GRAIN CO.
 KANSAS CITY
 CONSIGNMENTS MILL ORDERS

KAFFIR CORN
 MILO MAIZE **GRAIN**
 CANE AND OTHER FIELD SEEDS
B. C. CHRISTOPHER & CO.
 Consignments and Orders Solicited
 Grain Bought and Sold for future delivery
 316 to 321 Board of Trade
 KANSAS CITY, MO.

Vanderslice Lynds Company

An Exclusive

Consignment Firm

KANSAS CITY, MISSOURI

MOSS GRAIN CO.

Consignments and
 Future Orders Solicited

MEMBER
 KANSAS CITY BOARD OF TRADE

Established in the Kansas City
 Grain Trade for more than
 a Quarter of a Century

CLARK'S DOUBLE INDEXED CAR REGISTER

Is designed to afford ready reference to the entry or record of any car number. Its facing pages are ruled into five columns, those on the left hand page being numbered 0, 1, 2, 3 and 4; while columns on the right hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car. No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So in looking for, say 9846, we know it is on the page indexed 6, and in the column headed 4, and is quickest found by looking down the blue line for the third figure or 8. The instances in which these three figures appear in this combination will be so few that the required number can always be instantly found if properly entered.

The book is made of heavy ledger paper and well bound in half Russia.
 Size, 11x14½ inches.

No. 40 contains 36 pages, with spaces for registering 9,000 cars. Price, \$1.50.

No. 42 contains 68 pages, with spaces for registering 17,000 cars. Price, \$2.50.

GRAIN DEALERS JOURNAL

255 La Salle St., CHICAGO

CHICAGO BOARD OF TRADE MEMBERS

PHILIP H. SCHIFFLIN
President

EUGENE SCHIFFLIN
Sec'y and Treas.

Philip H. Schiffin & Co.
[INCORPORATED]

Commission Merchants
GRAIN, SEEDS and PROVISIONS

515-518 Postal Telegraph Bldg.
Tel. Harrison 833. CHICAGO, ILL.



Receivers and Shippers
OF

**Grain
Seeds**

Provisions

E. W. BAILEY & CO.

Commission Merchants
72 Board of Trade Chicago, Ill.

B. S. WILSON

HARRY BOORE

B. S. WILSON & CO.
GRAIN, SEEDS and PROVISIONS

1118-1119 Royal Insurance Building
CHICAGO, ILL.

Succeeding to the Commission Business of
T. E. WELLS & CO.

W. M. TIMBERLAKE,
Manager Grain Department

C. H. THAYER & CO.

Your Consignments and
Future Orders Solicited.

2 and 4 Sherman Street, - CHICAGO

Henry H. Freeman & Co.

COMMISSION MERCHANTS

GRAIN HAY STRAW

66 BOARD OF TRADE, CHICAGO

VINLEY BARRELL

F. J. MALONEY

Finley Barrell & Co.

GRAIN
PROVISIONS
STOCKS

Monadnock Block CHICAGO

Experience

For 30 years we have been Active Members
of Chicago Board of Trade.

This extensive experience qualifies us to
advise our customers when making in-
vestments.

Our Market Letter is Free.

Send for it to-day to

W. G. Press & Co.

Grain, Provisions, Stocks.

2 & 4 Sherman St., Chicago, Ill.

Lamson Bros. & Co.

ESTABLISHED 1874

Commission Merchants

**Grain Consignments
Solicited**

Also future delivery orders on all ex-
changes.

Grain—Provisions—Stocks—Cotton

6 Board of Trade CHICAGO



TO MILLERS

we make a specialty
of supplying

Wheat and Corn

From this
Market



TO SHIPPERS

when you have

Grain to Offer

WIRE US FOR
PRICES

CHICAGO BOARD OF TRADE MEMBERS

The Test of Time

In the grain trade the name **DOLE** means something. It stands for experience, organization, alertness in *your interests*. We are receiving constant shipments from the *third* generation of grain shippers whose fathers and grandfathers entrusted their shipments to us.

What does that mean? Think it over

J. H. DOLE & COMPANY

CHICAGO

TO GRAIN SHIPPERS

WE Confidently solicit your consignments and Chicago Board of Trade orders because our long years of *experience*, since 1876, in this market qualifies us to give you helpful sales counsel and our splendid office *facilities* and *connections* enable us to render prompt service.

CRIGHTON & LASIER

408-9-10 Postal Telegraph Building

CHICAGO, ILL.

Figure the amount of advertising carried—Can you doubt our ability to **Produce Results**

Elmore, Squire & Co.

POSTAL TELEGRAPH BUILDING
CHICAGO, ILLINOIS

Grain and Mill Feeds

Selling Agents for Clinton and Hubinger Gluten Feeds.
Samples mailed upon application.

We solicit correspondence from mills that have feed to offer and country elevators offering grain.

Warehouses in Chicago

Elevator at So. Bend, Ind.

LIPSEY & COMPANY

Solicit your cash consignments
and future orders

711 POSTAL TELEGRAPH BLDG. CHICAGO, ILL.

H. W. Rogers, Pres. J. C. Rogers, Vice-Pres.

ROGERS GRAIN COMPANY

Buyers and Shippers of Grain
References: Corn Exchange Natl. Bank
First National Bank
Royal Insurance Bldg. CHICAGO

H. W. Rogers

J. C. Rogers

H. W. ROGERS & BRO.
GRAIN, SEED AND PROVISIONS
COMMISSION MERCHANTS

700-701 Royal Insurance Bldg., CHICAGO

The Wagner THREE

You cannot comprehend the world's wheat, corn and oats situations unless you read the Wagner Three. Exhaustive. Free. May 1911 Wheat, Corn and May 1911 Oats circulars.

E. W. WAGNER & CO.
Grain, Provisions, Stocks, Cotton
98-99-100 BOARD OF TRADE, CHICAGO

ESTABLISHED 1870

W. R. MUMFORD & CO.
HAY GRAIN
AND MILL STUFFS
COMMISSION MERCHANTS
437 POSTAL TEL. BLDG., CHICAGO

James H. Rawleigh
Pres't

Edward Andrew
Sec'y

Albert L. Wayne
Vice-Pres. and Treas.

COMMISSION NASH-WRIGHT GRAIN CO. MERCHANTS
GRAIN PROVISIONS SEEDS

RECEIVERS and SHIPPERS of grain. Orders executed for cash or FUTURE DELIVERY
PERSONAL ATTENTION is given each car, so efficient service is guaranteed you.

717 to 720 Postal Telegraph Bldg.

Long Distance 'Phone Harrison 2379

Chicago Ill.

CHICAGO BOARD OF TRADE MEMBERS

A. L. Somers, Pres. R. W. Buckley, Sec. & Treas.

Somers, Jones & Co.
(INCORPORATED)

**COMMISSION MERCHANTS
GRAIN AND FIELD SEEDS**
Chicago Milwaukee Minneapolis

Consign your grain and seeds to us for close personal attention and best possible results. We are amply prepared to give the best of service on consignments of cash grain, and on orders for future delivery.

Send for our market letters.

Make drafts on us and address all correspondence to us at

82 Board of Trade, CHICAGO
Long Distance Telephone Harrison 3564

ROSENBAUM BROTHERS

**COMMISSION
MERCHANTS**

77 Board of Trade
CHICAGO

Consignments our Specialty
Orders for Future Delivery Carefully Executed
We Solicit Your Correspondence

Bogert, Maltby & Co.
COMMISSION MERCHANTS

Correspondence and Consignments Solicited.

Orders for future delivery carefully executed.

SCREENINGS AND MILL STUFF

306-308 Postal Telegraph Bldg.
CHICAGO

RUMSEY & COMPANY
RECEIVERS OF
RESPONSIBILITY & CONSIGNMENTS
CHICAGO CONSERVATISM

REQUA BROTHERS
CHICAGO

Stands for Prompt Returns, undivided attention to selling Consignments. *Give us a Trial.*

FRANK E. GULICK,
Manager Rec. Dept.

W. H. PERRINE & CO.
(INCORPORATED)

COMMISSION MERCHANTS

Consignments a Specialty.

314 Postal Telegraph Bldg., Chicago, Ill.

WE ARE BUYERS AND SHIPPERS OF ALL KINDS OF

GRAIN

Consignments and trades in futures solicited.

J. C. SHAFFER & CO., 240 La Salle St., Chicago, Ill.

W. H. MERRITT CO.
Grain Buyers and Shippers

CORRESPONDENCE SOLICITED

87 Board of Trade, Chicago, Ill.

S. W. YANTIS & CO.
GRAIN

The execution of Commission Orders a Specialty.

25 Years' Experience at Your Service.

253 La Salle St. CHICAGO

My long experience plus excellent facilities should direct your shipment of grain and seeds to

H. M. PAYNTER

Royal Insurance Building, Chicago

All business transacted through H. W. Rogers & Bro.

Correspondence Solicited.

ARMOUR GRAIN COMPANY
CONSIGNMENTS SOLICITED

We are Fully Equipped in Every Way to Give Best Service in Chicago

205 LA SALLE ST.

CHICAGO

No order too large for me to execute
GRAIN
CONSIGNMENTS
A SPECIALTY

Sam Finney

715 Board of Trade
CHICAGO

or too small to be appreciated

UPDIKE Commission Co.

**GRAIN AND
PROVISIONS**

Postal Telegraph Bldg. CHICAGO, ILL.

We solicit your consignments of grain.

We have every facility and convenience for the prompt execution of your cash orders or future delivery orders.

Correspondence Solicited.

J. Herbert Ware
Edward F. Leland

CONSIGN

your Grain and Seeds, and
send your orders for GRAIN,
PROVISIONS and STOCKS to

WARE & LELAND

169 JACKSON BOULEVARD

Royal Insurance Bldg.

CHICAGO

Long Distance Phones
Wabash 3262

Your Interests Are Our
Interests

CHICAGO BOARD OF TRADE MEMBERS**WALTER FITCH & CO.**

Solicit your cash consignments
and future orders.

ROOM 1, BOARD OF TRADE
W. K. MITCHELL, Manager Cash Grain Dept.

HENRY RANG & CO.

GRAIN and SEEDS
Barley a Specialty

CONSIGNMENTS SOLICITED
234 La Salle Street

A Want Ad in the JOURNAL
printed,
Brings Business, Gets Results
Unstinted.

M. T. SHEPHERDSON & CO.

GRAIN COMMISSION

Send us samples for bids upon track. Orders in Futures executed in all markets.

CHICAGO

SIOUX CITY

OMAHA

Established 1886

M. M. FREEMAN & CO.

Commission Merchants

HAY, STRAW

WE WANT
YOUR
SHIPMENTS

GRAIN

WRITE FOR
MARKET
LETTER

96 Board of Trade, Chicago

Hooper Grain Co.

**OAT
SHIPPERS**

Operate Atlantic and Grand
Trunk Western Elevators
Chicago

Quotation Record

Is sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on 'Change. Each sheet or chart is headed "Board of Trade Quotations for the Week Commencing Monday—, 190—." Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10:30, 11:30 and 12:30 and the close, as well as the closing price the previous week.

As a handy reference record of market prices it has no equal. Each sheet is 9½x14 inches and has spaces for one week's record. The sheets are put up in blocks of sixty—a year's supply. Order Form 97A, price 75 cents.

GRAIN DEALERS JOURNAL
255 La Salle Street CHICAGO, ILL.

Not on the Friendship Basis

We want to secure and continue to get your shipments by what should interest you most, **RESULTS**, the quick and entirely satisfactory kind, in dollars and cents.

The Friendship Comes When We Have Made Good

J. P. GRIFFIN & COMPANY

Traveling Representatives:

GRAIN COMMISSION

R. G. FREYMARK, C. W. SHIELDS, L. S. VEHON.

61 Board of Trade, CHICAGO

MILWAUKEE CHAMBER OF COMMERCE MEMBERS**Grain Dealers**

It is no speculation to ship us your grain. It's a sure thing you will be satisfied.

L. BARTLETT & SON CO.
Milwaukee Chamber of Commerce

CHICAGO MINNEAPOLIS

J. V. LAUER & CO.

GRAIN COMMISSION
BARLEY A SPECIALTY

Ship us your next car Chamber of Commerce
MILWAUKEE, WIS.

C. E. Dingwall Co.

MILWAUKEE, WIS.

GRAIN and FEED

We buy off-grade and damaged grain of any character, screenings and mill and elevator offal.

T. C. COUGHLIN CO.
GRAIN COMMISSION

410 Chamber of Commerce, Milwaukee, Wis
Consignments Solicited.

STACKS & KELLOGG

Railway Exchange Bldg., Milwaukee

Members Milwaukee Chamber of Commerce
Shippers of Oats and Corn

SHIP US YOUR GRAIN
I. H. LOWRY & CO.

Established 1864

Grain Commission Merchants
MILWAUKEE, WIS.

FEED AND GRAIN
BEST GRADES ONLY
FRANKE GRAIN CO.
BROKERS

415-417 CHAMBER OF COMMERCE

For best prices and best service
Insert our name in your next Bill of Lading.

O. C. OWEN & CO.

Grain Commission

502 Chamber of Commerce, MILWAUKEE

Superior
Service

Satisfied
Shippers

MERENESS & GIFFORD

Grain Commission Merchants
MILWAUKEE.

BUFFALO CORN EXCHANGE MEMBERS

W. W. Alder T. J. Stofer F. G. Heinmiller
Pres. Treas. Sec'y

ALDER GRAIN CO.

*Consignments
a Specialty*

619-621 Chamber of Commerce, Buffalo, N. Y.
Lahr Block, La Fayette, Ind.

Henry D. Waters

GRAIN COMMISSION MERCHANT
CONSIGNMENTS SOLICITED
635 Chamber of Commerce, BUFFALO, N. Y.

WANTED GREEN PEA SCREENINGS

Send Samples and Quote Price

BUFFALO CEREAL CO., Buffalo, N. Y.

CONSIGN

YOUR GRAIN TO
The Churchill Grain & Seed Company
BUFFALO, N. Y.

REMEMBER

When making consignments
to Buffalo, that I do a
STRICTLY COMMISSION BUSINESS
W. G. HEATHFIELD
Member of Corn Exchange BUFFALO, N. Y.

THE TOWNSEND-WARD CO. GRAIN COMMISSION

633 Chamber of Commerce, BUFFALO, N. Y.
Consignments Solicited.
Personal Attention Given All Shipments.

BASIL BURNS

GRAIN COMMISSION MERCHANT
CONSIGNMENTS SOLICITED
BUFFALO - - NEW YORK

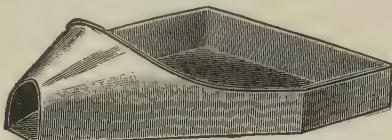
The Electric Grain Elevator Co.

Receivers and Shippers of
GRAIN, MILL FEEDS AND HAY
Correspondence and Consignments Solicited
321 Chamber of Commerce, BUFFALO, N. Y.

PRATT & CO.

Grain Commission Merchants
Correspondence Solicited
817-829 Chamber of Commerce
BUFFALO, N. Y.

GRAIN SAMPLE PAN



For Examining Samples of Grain and Seeds.
Made of Aluminum, strong, light and well made.
Will not Rust or Tarnish.

Grain Size, 2½x12x16½ inches.....\$1.50
Seed Size, 1½x9x11 inches.....\$1.25

GRAIN DEALERS JOURNAL, 255 La Salle St., CHICAGO

A. W. HAROLD GRAIN

BARLEY

A SPECIALTY

717 Chamber of Commerce, Buffalo, N. Y.

Put Your Name

where everyone identified
with the grain trade will
see it and keep it there.

THAT IS IN THE

Grain Dealers Journal

OF CHICAGO

The grain trade's accepted medium for "Wanted" and "For Sale" ads.
is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it
bring quick returns.

Send your **NEW CORN** to us

BUFFALO. WHY? BUFFALO. BECAUSE BUFFALO.

BUFFALO CAN BE REACHED QUICKLY.

Grading is done under the rules of the Grain Dealers National Assn.,
Buffalo Corn Exchange weights are accurate,
Our Eastern trade enables us to sell consignments quickly,
Our account sales and reports are rendered promptly,
Balances due shippers are remitted immediately,
Your shipments will be unloaded without delay,
We will trace shipments delayed in transit.

BUFFALO—EASTERN GRAIN COMPANY—BUFFALO

MEMBERS OF
CHICAGO BOARD OF TRADE BUFFALO CORN EXCHANGE GRAIN DEALERS NATIONAL ASSN.

BOSTON CHAMBER OF COMMERCE MEMBERS**A. W. JORDAN,**
Grain Broker

213 Chamber of Commerce BOSTON, MASS.

CAMPBELL & BURNHAM,
505 Chamber of Commerce,
BOSTON, MASS.Grain, Feed, Off Grade and Sample Wheat
Wheat Screenings, Feed Barley, etc.

WIRE OR WRITE US.

WE HANDLE all kinds of grain and
feed; also make a
specialty of off grade and sample wheat,
feed barley, kaffir corn, etc.

Correspond with us. Think it will pay you.

THE D. W. RANLET CO.

708 Chamber of Commerce Boston, Mass.

A PARTNER

HELP or a POSITION,

can be obtained quickly by plac-
ing an ad. in the "Wanted" col-
umns of the Grain Dealers Jour-
nal of Chicago. It is the grain-
trade's accepted medium for
"wanted" and "for sale" ads.**BROKER**

"If you want a broker for New England for the sale of Corn, Oats and Mill Feed, please write me. My business is strictly brokerage, I do not buy or sell for my own account. Refer to C. L. Dougherty & Co. of Chicago, Ill., Smith, Hippen Co. of Pekin, Ill., J. M. Quinn, Peoria, Ill., and Annan Burg & Co., St. Louis, Mo., all of whom I have represented in New England for years."

Yours truly,

B. C. WRIGHT,

609 Chamber of Commerce, Boston, Mass.

PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS**S. J. CLEVENGER**
Established 1876
The Bourse, Philada. PennaWe want Grain and Hay consignments.
Quick returns.

WRITE FOR OUR BILLING AND SHIPPING INSTRUCTIONS

E. E. DELP GRAIN CO.ELEVATOR AND MILLS
BOURBON, IND.

Eastern Office, - Philadelphia Pa.

E. L. ROGERS & CO.
Established 1863
COMMISSION MERCHANTSGrain, Hay, etc. Consignments a Specialty.
358 Bourse Building**PHILADELPHIA, PA.****CORN**

Consigned to Lemont finds a Ready Outlet

E. K. LEMONT & SON

388-390 THE BOURSE PHILADELPHIA, PA.

**CORN, OATS and FEED
BROKER**

20 Years' Experience

A. B. CLEMMER,

The Bourse Philadelphia

C. C. FRASER

BROKER


GRAIN AND FEED

The Bourse, Philadelphia

L. F. MILLER & SONSReceivers and Shippers of
GRAIN, FEED, SEEDS, HAY, ETC.

CONSIGNMENTS SOLICITED

Office 2931 N. Broad St., PHILADELPHIA, PA.

 **CORN** and oats in split cars find a
ready market here.**RECEIVERS**who want to reach the regular grain
dealers of the country use space in
the GRAIN DEALERS JOURNAL**M. F. BARINGER** THE BOURSE 502-3-4 **PHILADELPHIA****Shippers' Record Book**

is designed to facilitate the book-keeping of grain shippers and to mini-
mize the labor of keeping a complete record of each car shipped. The
book is 9½x12 inches and contains 100 double pages of superior paper. It
is well bound, ruled in two colors, and the column headings clearly
printed. Spaces are provided for records of 2900 carloads.

At top of left hand page, in bold-faced type, are the words, "IN
ACCOUNT WITH" and at top of facing page, is dotted line for
name of firm to whom grain is sold. It is intended that records of
shipments to each firm shall be kept separate. The column headings on
the facing pages are: Date of Sale, Date of Shipment, Car No., Initials,
Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date
Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

Order Form 20. Price \$1.75

GRAIN DEALERS JOURNAL

255 La Salle Street

CHICAGO, ILL.

SCALE TICKET COPYING BOOK

This book contains 125 leaves of scale tickets, four
to a leaf. Each leaf folds back on itself so as with the
use of a sheet of carbon to make a complete and perfect
copy of the original on the stub which remains in the
book. The original tickets form the outer half of the
page, so the removal of any ticket does not disturb the
others

Each ticket has spaces for the following record: No., Date, Load
of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu.,
Test, Man On-Off, and Weigher's Signature. Size, 9½x11 inches.
Printed on good paper.

Order Form No. 73. PRICE \$1.00

GRAIN DEALERS JOURNAL, 255 La Salle St., CHICAGO, ILL.**YOUR MESSAGE**

Let the Grain Dealers Journal your message bear
To progressive grain dealers everywhere.

MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS

MILWAUKEE CHICAGO
E. A. BROWN & CO.
 GRAIN COMMISSION
 MINNEAPOLIS, MINN.
 Consignments Solicited. Prompt Returns
 Guaranteed.

Careful personal attention given to consignments
 assures best results. We give it.
FRASER-SMITH CO.,
 Grain Commission
 Duluth Minneapolis Milwaukee

WE WANT TO SHOW YOU
 that our sales can't be beat.
 Will you give us a chance?
RANDALL, GEE & MITCHELL CO.
 Minneapolis Duluth

NYE, JENKS & CO.

Grain Receivers
 and Shippers

WHEAT BARLEY RYE

Careful Attention given all orders from
 Millers and Maltsters
 MINNEAPOLIS, MINN.

E. L. WELCH COMPANY
 GRAIN COMMISSION
 MINNEAPOLIS AND DULUTH
 Consignments Solicited

The VAN DUSEN-HARRINGTON Co.
 GRAIN COMMISSION
 Write for prices and samples. We solicit your
 consignments and futures business.
 Minneapolis Winnipeg Duluth Kansas City

OTTO A. ZIMMERMAN

Grain Commission Merchant
 I Specialize on **BARLEY**
 WRITE ME
 128 Corn Exchange Bldg., MINNEAPOLIS

J. H. Riheldaffer Co.

20 years' experience in grain trade.
 Three reasons for shipping us your

GRAIN

- 1st. We know the value of it.
- 2nd. We know where to sell it.
- 3rd. We work for your interests.

Corn our specialty
 819 C of C Minneapolis

Do you want
 careful and
 courteous
 attention
 devoted to
 your consign-
 ments?
 TRY US.

T. M. Davies & Co.
 GRAIN COMMISSION

Three offices
 maintained
 by us means
 Results.

May we send
 our market
 letter?

DULUTH MINNEAPOLIS MILWAUKEE

WICHITA BOARD OF TRADE MEMBERS

J. R. Williamson Grain Co.
 GRAIN COMMISSION MERCHANTS
 Consignments Solicited
 Sedgwick Bldg., Wichita, Kans

Consignments Mill Orders
The J. W. CRAIG GRAIN COMPANY
 RECEIVERS and SHIPPERS
 The house you will eventually consign to or
 place your mill orders with, why not do it now?
 WICHITA, KANSAS
 Buyers Sellers

INDEPENDENT GRAIN COMPANY
 E. W. JONES, Mgr.
 WICHITA, KANSAS
 Ask the Man who Consigns to Us.
 Mill Orders a Specialty.

Every time you mention the
GRAIN DEALERS JOURNAL
 to an advertiser,
 you help to make it bigger and better.

HASTINGS & COMPANY
 GRAIN BROKERS

327 Sedgwick Block, WICHITA, KAN.
 Buyers for Exporters, Mills and Elevators.
 If in the market for winter wheat write
 or wire us for quotations.

McCullough Grain Co.
 WICHITA, KANSAS

We want to hear from all buyers of strictly
 country run Kansas and Oklahoma Turkey
 and Hard Wheat. Ship direct from country
 stations.

PEORIA BOARD OF TRADE MEMBERS

CIFER CODES

We carry the following cifer codes in stock
 and can make prompt delivery.

Robinson's Cifer Code, leather	2.00
Hay and Grain Cifer Code	1.00
A. B. C. Code, 5th Edition	7.00
Baltimore Export Cable Code	8.00
Companion Cable Code	5.00
Riverside Code, 5th Edition	3.00
Universal Grain Code	3.00
American Seed Trade Assn.'s Code	2.00
Stewarts International Code	.25

For any of the above, address

GRAIN DEALERS JOURNAL,
 255 La Salle St., CHICAGO, ILL.

CONSIGN THAT NEXT CAR OF

CORN to
W. W. Dewey & Sons
 COMMISSION
 MERCHANTS

26 Chamber of Commerce PEORIA, ILL.

Consignments of and Orders
 for Grain Solicited
 Special and Personal Attention Given to Consignments
 and Quick Returns
ARNOLD & HARWOOD, Chamber of
 PEORIA, ILL. Commerce
 Telephones: Interstate 537, Bell 3831

W. H. Ferrine, Pres. Frank M. Bunch, Treas.
 H. A. Rumsey, V. Pres. N. R. Moore, Sec'y & Mgr.
RUMSEY, MOORE & CO.
 GRAIN and COMMISSION
 Board of Trade Building PEORIA, ILL.
 Your consignments solicited—Personal Attention—
 Quick returns to all
 Ask for Our Bids.

BUCKLEY, PURSLEY & CO.
 Commission Merchants
GRAIN AND SEEDS
 10 Chamber of Commerce, PEORIA, ILL.

BALTIMORE CHAMBER OF COMMERCE MEMBERS**CHAS. ENGLAND & CO.**

Commission Merchants
GRAIN :: HAY :: SEEDS
308-310 Chamber of Commerce, BALTIMORE

Established 1882
G. A. HAX & CO.
COMMISSION

Grain, Hay and Seeds
445 North Street, BALTIMORE, MD.

HAMMOND, SNYDER & CO., Inc.
GRAIN

Receivers and Exporters, Consignments Solicited
312-314 Chamber of Commerce
BALTIMORE, MD

CONSIGNMENTS A SPECIALTY**JOHN T. FAHEY & CO.**

Commission Merchants
Grain Receivers and Shippers
In the Market every day
Remember us on Rye BALTIMORE, MD.

Thos. Johnston Co.
GRAIN

Receivers and Shippers Consignments Solicited
204 Marine Bank Bldg. BALTIMORE, MD.

John M. Dennis, President.
Ferdinand A. Meyer, Vice-President.
Thos. C. Craft, Jr., Treasurer.

LOUIS MÜLLER CO.

Grain Receivers and Exporters
BALTIMORE, MD.

Do You Sell or Consign

KIRWAN BROS. GRAIN COMPANY

BALTIMORE, MD
Buyers, Receivers and Shippers
THEY GET RESULTS

D. YULEE HUYETT

GRAIN AND HAY
COMMISSION
508 Chamber of Commerce
BALTIMORE - - MARYLAND
Liberal advancements on all shipments.

It is of Mutual Benefit to
Mention The JOURNAL
when writing Advertisers

TOLEDO PRODUCE EXCHANGE MEMBERS**National Milling Co.**
TOLEDO, OHIO

DAILY FLOUR CAPACITY 4,000 BBLs.
ELEVATOR CAPACITY 1,500,000 BU.
Always in the market for milling wheat;
ask for our daily bids.

ZAHM

Established 1879
J. F.
ZAHM & CO.
FRED MATYER FRED W. JAEGER
GRAIN AND SEEDS
CASH AND FUTURES
TOLEDO, - - - OHIO

TOLEDO LEADS WORLD

On Clover Seed, spot and futures

TRY
C. A. KING & CO.

YOU'LL MAKE NO MISTAKE

in consigning your
NEW CORN to

SOUTHWORTH & COMPANY
Toledo, Ohio.

Duplicating Contract Book

Form 10 contains 100 original and 100 duplicate contracts for the sale of grain. Originals are printed on bond paper with spaces on back for entering grain delivered on the contract. The duplicate contract is a copy of the original so that by placing a sheet of carbon between the two, any entry on one is duplicated on the other. The contracts are check bound in heavy binder's board, numbered in duplicate, size 5½x8½ inches.

PRICE 85 CENTS

Grain Dealers Journal

255 La Salle Street CHICAGO, ILL.

REGISTER OF WAGON LOADS RECEIVED

This substantially bound book is invaluable to the country grain man and facilitates the work of keeping a record of weights and number of bushels in wagon loads of grain received. Each page is 8½x14 inches and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each book contains spaces for records of 4,000 loads. It is printed and ruled on sterling ledger paper, and bound in extra heavy binder board with leather back. Order Form 12AA. Price \$1.50.
GRAIN DEALERS JOURNAL, 255 La Salle Street, CHICAGO, ILL.

CINCINNATI CHAMBER OF COMMERCE MEMBERS

Consign your GRAIN and HAY to
W. H. BARNES
BROKERAGE AND COMMISSION
CINCINNATI, OHIO

My Up-to-Date Methods can be Depended upon
to give you SATISFACTORY SERVICE.
TRY ME! I "MAKE GOOD"

Paul Van Leunen & Co.**GRAIN**
Consignments Solicited

Cincinnati, Ohio Decatur, Ill.

ROBINSON'S Telegraphic Cipher Code (Revised)

Is more extensively used by
Grain and Provision Dealers

than all other codes combined. It is compact, small and can be easily carried in the pocket. Get the latest edition; by using it your messages will be understood, you will save time and expense.

Price, leather, gilt edges, \$2.00.

Your name in gilt letters on front cover, 25c extra.

GRAIN DEALERS JOURNAL

255 La Salle St. CHICAGO, ILL.

CINCINNATI GRAIN CO.

Commission Merchants

GRAIN, HAY and FEED

CINCINNATI, OHIO

The Value

of an "ad" is not measured by
what it costs but by what it
pays the advertiser.

RECEIVERS, SHIPPERS AND BROKERS.

BALDWIN GRAIN COMPANY

Succeeding Baldwin-Walker-Tankersley Co.

GRAIN BROKERS BUYERS OF CAR LOTS

Representing J. C. Shaffer & Co., Chicago, Ill., John T. Fahey & Co., Baltimore, Md., and reliable receivers in principal markets.

R. C. BALDWIN, Mgr.

BLOOMINGTON, ILL.

Member: Board of Trade, Chicago
Merchants Exchange, St. Louis

Bell Phone
No. 39

GEO. W. COLE

Grain Broker

Bushnell, Ill.

Representing: Chicago, Peoria, Cincinnati, Louisville, and Baltimore Markets.

Territory: Between the Illinois and Mississippi Rivers. Write, Wire or Phone for bids.

McLane, Swift & Co.

Buyers of Wheat, Corn, Natural and Clipped Oats, Choice Rye. Write for bids. Consignments solicited. Elevator located on M. C. & Grd. Trunk.

BATTLE CREEK, :: MICHIGAN

L. E. SLICK & CO.

310 Livingston Bldg., BLOOMINGTON, ILL.

GRAIN BROKERS

We buy grain for all markets. Both Phones. Accounts of reliable firms solicited.

SHIPPERS

of CORN AND OATS

McCRAE, MORRISON & CO.
KENTLAND, IND.

REINHARDT GRAIN COMPANY

Car Lot Dealers MCKINNEY, TEX.

Correspondence Solicited

BONACKER BROTHERS

Brokers and Manufacturers Agents

Grain, Hay, Flour
and Millfeed

PENSACOLA, FLA. and TAMPA, FLA.

CRABBS REYNOLDS

TAYLOR CO.

GRAIN AND CLOVER SEED

CRAWFORDSVILLE INDIANA

JOS. E. LOVELESS,

BROKER

WASHINGTON, D. C.

HAY, GRAIN, MILL FEED

Personal attention given to consignments. Accounts and correspondence solicited.

Member NATIONAL HAY ASSOCIATION.

"AT YOUR SERVICE" Fayette Grain Co.

Buyers and Shippers of Grain

"Kiln Dried Corn a Specialty"

WASHINGTON C. H. OHIO

JACOBS GRAIN CO.

Receivers and Shippers

Wheat and Corn a Specialty

435 Gibraltar Bldg., Kansas City, Mo.

BLAIR ELEVATOR CO.

ATCHISON, KANS.

Receivers and Shippers

Kansas Hard Turkey Wheat, Corn and Oats

Babcock & Hopkins

SHIPPERS OF

CORN OATS

Kiln Dried and Natural CLIPPED and NATURAL

RENSELAER, INDIANA

The paper the Grain Dealer
supports, because it supports
the Grain Dealer—

GRAIN DEALERS JOURNAL

E. A. GRUBBS GRAIN CO.

Greenville, Ohio

Wants Correspondence with members of the Grain Dealers National in Ohio, Indiana and Illinois. We want strictly sound winter wheat, yellow shelled corn and recleaned white oats.

The Howe Grain & Mercantile Co.

HOWE, TEXAS

Want Oats, Corn, Hay and Cane Seed

Our Specialty—Texas Raised Texas Red
Rust Proof Oats.

Clark's Grain Tables for Wagon Loads

TWELFTH EDITION

The best and most complete edition of these popular reduction tables ever issued.

It contains 16 grain tables and two pages of freight tables all printed from heavy-faced type in two colors on 175-pound Manila stock. It is reinforced at back with silk cloth.

It has a string loop attached so it can be hung up beside the scale beam. Marginal index for quickly finding table wanted.

All reductions are complete on one page. It has a range from 100 to 4,000 lbs. on 10-pound breaks.

The tables show the following reductions: Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 48 lbs. Barley at 50 lbs. Shelled Corn Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Wheat, 60 lbs., with 1, 2 3 and 5 lbs. dockage. Ear Corn at 70 lbs., 72 lbs., 75 lbs and 80 lbs per bu.

Freight table shows rate per bushel at 60, 56, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 30 cents in 1 cent rises.

Price, postpaid, 50 cents

GRAIN DEALERS JOURNAL

255 La Salle Street

CHICAGO, ILL.

EDWARD STRITMATTER

Grain Merchant

COLUMBUS, OHIO

INTERIOR POINTS A SPECIALTY.

Correspondence Solicited.

CORN

BUYERS AND
SHIPPERS

Our Correspondence Solicited

Specialty ALLEY-STAFF GRAIN CO.

Mercer, Mo.

MILLET SEED Ask for samples and prices.

WHEN you have any grain or grain products to sell, give me a chance to furnish my prices; and when you want to buy, let me help you fill your orders.

R. E. ROBEY Grain Broker, Oklahoma City, Okla.



TUPLE & COMPANY

CAR LOTS

of all kinds of grain

IN and OUT of

DULUTH or
MINNEAPOLIS

MAJOR MOBERLY

Wholesale Hay, Grain and Feed

301 W. Pine St., Oklahoma City, Okla.

Alfalfa Meal and Mixed Feeds a Specialty

Drive

Your business. Hitch up with an ad. in the Grain Dealers Journal. You will then have a pleasant and profitable ride.

MEMPHIS MERCHANTS EXCHANGE MEMBERS

CRUMP BROS. & COOK

Wholesale and Retail

GRAIN, HAY & MILLFEED

Lamar & Willett Sts.

Memphis, Tenn.

E. W. WYATT

Wholesale Broker

GRAIN HAY MILLFEEDExchange Building
Memphis - Tennessee**L. P. COOK**Member Memphis Merchants Exchange
Member Illinois Grain Dealers Assn.
Member National Grain Dealers Assn.137 Promenade Ave. Memphis, Tenn.
CONSIGNMENTS SOLICITED**STOCK
PEAS**Whippoorwill, Clay,
Black and Mixed
Recleaned Stock
Better than Clover
for turning underTenn. Early Burt Oats
Mam. Yellow Soy BeansAsk for samples and prices. Come to head-
quarters for the best SEEDS of every description**OTTO SCHWILL & CO.
SEEDSMEN**

Established 1869 MEMPHIS, TENN.

REGULAR GRAIN FIRMS OF
MEMPHIS.

The Memphis Merchants Exchange is not a large organization, having but about 330 active members, many of whom are identified with the cotton seed oil trade. Over 50 of its members are actively engaged in the wholesale grain business in Memphis. Among the firms represented in the membership of the Exchange are the following grain firms:

S. M. Bray & Co. is composed solely of S. M. Bray who handles consignments and is a buyer and shipper of grain. This firm has been in business 3 months, previous to which time Mr. Bray had an extensive experience in the grain business. He began 11 years ago with Carrington, Hannah & Co. of Chicago, for whom he was a roadman for 3 years. Mr. Bray then accepted a position as traveling agent and buyer for Williams & Fitzhugh Co., with headquarters at Omaha. He filled this position for 4 years after which he became manager for the same firm for another 4 years. Mr. Bray served 2 years as Pres. Memphis Grain & Hay Ass'n.

W. P. Brown & Co. is composed of W. P. Brown and George Read. They have been in business for 8 years, having succeeded Jno. K. Speed & Co., which firm started in 1866 and continued until Mr. Speed died in 1903. W. P. Brown & Co. buy and sell grain, hay, feed, seed oats and seed corn. Mr. Brown was with Jno. K. Speed & Co. for 25 years, 15 of which he was a member of the firm. Mr. Read was in charge of the office of Jno. K. Speed & Co. for 18 years previous to which time he was with J. W. Caldwell & Co., dissolved at the death of Mr. Caldwell.

E. C. Buchanan & Co. has been known by that name since 1878, and is composed of E. C. Buchanan and J. A. Buchanan. They deal in hay, grain and millfeed. E. C. Buchanan was a member of the firm of Buchanan-Horton & Co. from 1869 to 1878, and is the only one of the original board of directors of the Exchange still on the floor. J. A. Buchanan has been a member of the firm since the early 80's previous to which time he was bookkeeper for Buchanan-Horton & Co. and later for E. C. Buchanan & Co.

We are always in the market for hay. Let us know what you have to offer

G. E. PATTESON & CO.Wholesale Grain and Hay
MEMPHIS, TENN.**OAT ACCOUNT WANTED**

References: First National Bank, Bank of Commerce & Trust Co., any grain dealer or wholesale grocer in Memphis.

F. C. WEATHERSBY, Broker

705 Tenn. Trust Bldg., Memphis, Tenn.

Specialties: GRAIN, HAY, FLOUR, MEAL, RICE AND FEED

References: Any Bank in Memphis.
We use Robinson's Code.**W. D. MOON & CO.**

Memphis, Tenn.

Receivers and Shippers

Hay and GrainConsignments solicited and personal attention guaranteed each car. Liberal advances, prompt returns. Would you like to have us keep you posted. **WRITE US. BE FRIENDLY.****S. M. BRAY & CO.**

Buyers and Shippers

... of ...

Wholesale GrainOur most careful Attention
Given Consignments

Exchange Bldg., Memphis, Tenn.

Roberts & Hamner Grain Co.**RECEIVERS & SHIPPERS OF GRAIN & HAY**

Memphis

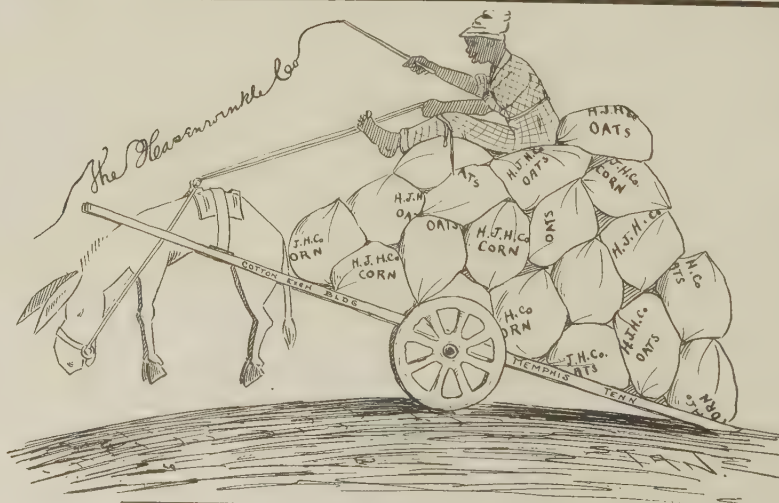
Tenn.

Consignments given Special Attention

Our best ad.
is a pleased
customer and
we have many
of them.

Are you one
of them?

H. J.
**HASENWINKLE
CO.**



Exchange Building, MEMPHIS, TENNESSEE

The shippers' interests are foremost. His profit means continuous shipments and our success.

Consign to us and we work for you.

H. J.
**HASENWINKLE
CO.**

MEMPHIS MERCHANTS EXCHANGE MEMBERS

CLARK, BURKLE & CO.

Receivers and Shippers of
GRAIN AND HAY.

We solicit your
CONSIGNMENTS.

Wire or write us, MEMPHIS, TENN.

J. E. TATE & CO.

WHOLESALE

GRAIN HAY FLOUR MEAL

Memphis, Tenn.

FARABEE-TREADWELL CO., Inc.

Commission Merchants

GRAIN HAY FLOUR

Liberal advances made on Consignments

110 Madison Ave., Memphis, Tenn.

Webb & Maury

GRAIN, HAY
MILLFEED

Owners and Operators of Riverside Elevators and Warehouses

MEMPHIS, TENN.

R. B. Buchanan & Co. is composed of R. B. Buchanan, formerly elevator superintendent for E. C. Buchanan & Co., for 10 years, and Fraser S. Brown who was formerly with Battle M. Brown & Co. The firm has been in business for four years and has a large retail trade in grain, hay and poultry feeds.

E. E. Buxton has been known by this style for 8 years previous to which time he was interested in the manufacture of cereal products. Mr. Buxton is a broker and commission merchant.

Clark, Burkle & Co. is composed of S. F. Clark, formerly Sec'y R. S. Taylor Grain Co. for 10 years, and T. G. Burkle who was salesman for McLaughlin Coal & Grain Co. for 1½ years. They have been known by the above style for 3½ years and do a wholesale and retail business in grain, hay and millfeed.

L. P. Cook six months ago succeeded Hartfield & Cook, of which firm he was a member for 10 years. Mr. Cook does a wholesale business in grain, hay and millfeed, and is also president of the Union Elevator.

Crump Bros. & Cook is composed of W. O. Crump, C. M. Crump and A. J. Cook, and has been known by this style for about 90 days. They do a wholesale, retail and commission business in grain, hay and millfeed. C. M. and W. O. Crump have been in the grain, hay and millfeed business for 15 years under the name of Crump Bros. A. J. Cook had been in charge of the hay dept of E. C. Buchanan & Co. for 3 years and salesman for John Wade & Sons for 8 years.

C. A. Dammann & Co., composed of Paul Dammann and Harry Dammann, has been the style of the firm name since Sept., 1909. They do a wholesale business in grain, hay and millfeed.

Davis & Andrews Co. is composed of T. B. Andrews, Pres. L. A. Biggs, Vice-Pres. T. L. Davis, Sec'y-Treas., and Wm. Bolinger, Asst. Sec'y-Treas. They are dealers in grain, hay and millfeed, and corn millers. The firm has been known by this style since 1901 at which time it succeeded Davis & Andrews who organized in 1900. Previous to this time T. B. Andrews was Pres. Memphis Grain Eltr. & Mfg. Co. with which he had been connected since 1882. T. L. Davis was formerly a member

(Continued on page 94.)

MILL CAPACITY
1 800 Bbls. Meal
4,000 Sacks Chops

STORAGE
Elevator, 50,000 Bu.
Warehouse, 100 Cars

DAVIS & ANDREWS CO.

CORN MILLERS
and Wholesale Grain & Hay Dealers

MEMPHIS, TENN.

CONSIGN TO US—We Get Highest Market Prices

GRAIN, HAY and MILL FEED

SCRUGGS, ROBINSON & CO.

MEMPHIS, TENN.

Strictly Commission Merchants—Not Buyers

JONES & ROGERS

Grain, Hay and Mill Feed

Manufacturers

Croesus Feed

62 S. Front St.

Memphis, Tenn.

MEMBERS: ESTABLISHED 1893
Illinois Grain Dealers' Assn.
Oklahoma Grain Dealers' Assn.
National Hay Assn.
Memphis Merchants' Exchange

REFERENCES:
Mercantile Agencies

JOHN WADE & SONS
MEMPHIS, TENN.

Receivers and Shippers

Hay, Grain, Mill Feed

Memphis Merchants' Exchange Official Weighing and Inspection Certificates furnished on all shipments of Hay and Grain.

Our bulk Elevator capacity 100,000 bushels.

Hay Warehouse 100 Cars.

Offices, Elevator and Warehouses are located on I. C. and Y. & M. V. Railroads.

We Solicit Your Consignments

S. T. PEASE, President
JAS. O. DWYER, Vice-Pres.

JAS. H. ALLEN, Sec'y & Treas.
W. H. DWYER

PEASE & DWYER CO. Grain and Hay Merchants

No. 14 N. Front Street, Memphis, Tenn.

WAREHOUSES ON
I. C., Y. & M. V. and L. & N. R. R.
Floor Space
81,000 Square Feet.

MEMBERS:
Memphis Merchants Exchange,
Grain Dealers National Ass'n,
Illinois Grain Dealers Ass'n,
National Hay Ass'n.

E. E. BUXTON

MEMPHIS, TENN.

Grain Broker and Commission Merchant
Consignments Solicited

References: Memphis Merchants Exchange; Memphis Wholesale Grain Dealers; R. G. Dun & Co.

MEMPHIS MERCHANTS EXCHANGE MEMBERS

of Moulton & Davis Co. from 1890 to 1900. L. A. Biggs was formerly an employee of Stewart, Gwynne & Co. Wm. Bollinger is also Sec'y Southern Corn Millers Information Bureau, and was formerly employed by Moulton & Davis Co.

J. S. Denyven is the only member of the firm J. S. Denyven & Co. which has been the style of the firm since 1907. Mr. Denyven does a brokerage and commission business in grain, hay and millfeed.

Edgar-Morgan Co. is successor to J. B. Edgar Grain Co. and is composed of J. B.

Edgar, Pres., and J. T. Morgan, Sec'y-Treas. Mr. Edgar and Mr. Morgan have been identified with the Memphis grain trade for 9 years and 3 years respectively. They buy in bulk and ship in bag.

Farabee-Treadwell Co., Inc. is composed of Walter M. Farabee, Pres., and John R. Coleman, Vice-Pres. They have been known by the above style for about 15 months, previous to which time Mr. Farabee was a member of Farabee, Hunter & Co. for 10 years. They are commission merchants in grain, hay and flour.

E. R. Gardner has been Chief Grain Inspector & Weighmaster of Memphis since 1898, previous to which time he was employed by John K. Speed & Co. for 9 years as supt. of their warehouse.

Nat S. Graves, Sec'y Merchants Exchange, has filled this position for 21 years, and previous to this was Ass't Sec'y for 3 years. Previous to this time Mr. Graves was a traveling salesman and newspaper reporter. The members are happy to refer to popular Nat as "Our Perpetual Secretary."

H. J. Hasenwinkle Co. is a corporation owned by a number of grain dealers of Illinois with Mr. Hasenwinkle as manager. They do a strictly commission business in grain, hay and millfeed, catering especially to Illinois shippers. Mr. Hasenwinkle was formerly manager of The Hasenwinkle Grain Co., Bloomington, Ill., for 12 years, and previous to this was for 3 years owner of H. J. Hasenwinkle Co., Hudson, Ill.

J. B. Horton & Co., is owned by J. B. Horton and has been known by this style for 1½ years, as receiver and shipper of grain and hay. J. B. Horton was formerly with McCord & Horton for 2½ years and before that was connected with Patteson & Niswonger for 1½ years.

Lee D. Jones has been in the grain, hay and millfeed brokerage and commission business for 6 years. Mr. Jones was formerly manager of the grain dep't of Shanks, Phillips & Co. for 6 years.

Jones & Rogers have been in the wholesale and retail hay, grain and millfeed business for 4 years. Mr. Jones was formerly a member of the firm T. B. Jones & Co. for 12 years, and previous to that time was a member of Moon, Jones & Co. for 10 years. V. L. Rogers was a member of T. B. Jones & Co. for 8 years, before that he was Inspector & Weighmaster for 3 years, and previous to that time was a member of Bridges, Rogers & Co. for 3 years, and member of W. J. Chase & Co. for 4 years.

McLaughlin Coal & Grain Co. is composed of M. P. McLaughlin, Pres., and G. H. McCleary, mgr. grain dep't. The company does a wholesale business in grain, hay and coal, and has been known by this style since 1905. Mr. McLaughlin was formerly a member of A. K. Burrows & Co. in the feed business.

W. D. Moon & Co., grain and hay merchants, have done business under this name for 10 years. Mr. Moon, the only member of the firm, has been a member of the city council for 4 years. Mr. Moon was born in Memphis and has always lived here.

G. E. Patteson & Co. have been in business under the above name for 3 years, as receivers and shippers of grain, hay and manufacturers of millfeed. Mr. Patteson was formerly a member of the firm Patteson & Niswonger for 2 years. He is Pres. of Memphis Grain & Hay Ass'n, and recently has been elected Vice-Pres't Merchants Exchange.

Pease & Dwyer Co. is composed of S. T. Pease, Pres., Jas. O. Dwyer, Vice-Pres., W. H. Dwyer and C. H. Mette, and has been in the grain business under this name for 9 years. Previous to this S. T. Pease was a member of the firm Pease & Schoolfield for 3 years, before which time he was with B. L. Bridges & Co. for 3 years. J. O. Dwyer was formerly employed by Moon & Co. C. H. Mette has been a director of Pease & Dwyer Co. for 4 years.

Rainer-Connell Co. succeeded P. A. Patrick & Co. in May, 1910. Mr. J. W. Fulghum is now manager of its grain department. The style of the firm name will be changed within 30 days to Rainer-Connell & Fulghum. Mr. Fulghum has been in the grain business for 20 years, having been with Shanks, Phillips & Co. until Jan 1 of this year. Before serving with this firm he was in the grain brokerage business at Memphis. Rainer-Connell Co. ship grain, hay and millfeed to south and southeast. They will erect a large warehouse and elevator between the I. C. R. R. tracks and the Wolf River and will ship by rail and by water, but headquarters will remain at 91 S. Front St. Messrs. Rainer and Connell have large cotton interests.

W. P. BROWN

GEORGE READ

W. P. BROWN & CO.

Established 1866

4 N. FRONT ST., MEMPHIS, TENN.

Wholesale Grain, Hay and Feed, Seed Oats and Seed Corn

OUR GUARANTEE: The actual number of pounds of grain contained in each sack is stamped on the outside over our name.

We have customers who have bought from us continuously over a period of 30 years and will very likely continue to do so as long as we and they are in business. A SQUARE DEAL is our standard. We ask a legitimate profit and give full measure in quality and quantity in return. We believe that on this basis alone can a lasting and substantial business be built.

On our record and business policy we feel we merit a share of your patronage which we solicit and will greatly appreciate.

Memphis Elevators

Built by us:

Otto Schwill & Co., Reinforced Concrete Seed Warehouse.
G. E. Patteson & Co., Elevator, Mill, Warehouse and Steel Storage Tank.

Jones & Rogers, Elevator and Warehouse.

John Wade & Sons, One Warehouse.

Roberts, Hamner Grain Co., Elevator and Warehouse under construction. (See descriptions this number.)

Feed Mixing Plants

Designed and Built for

John Wade & Sons, G. E. Patteson & Co., Jones & Rogers, Webb & Maury and Edgar-Morgan Co.

If you wish to know the character of our work ask any of the above firms.

Before building get our estimates.

KAUCHER, HODGES & CO.

Grain Elevator Designers and Contractors

MEMPHIS, TENN.

MEMPHIS MERCHANTS EXCHANGE MEMBERS

Roberts & Hamner Grain Co., is composed of A. C. Roberts, Pres't, G. J. Hamner, Vice-Pres't, H. O. Roberts, Treas., and Joe Wheat, Sec'y. The firm has been under this style for 3 years as receivers and shippers of grain, hay, flour and meal. The Exchange membership is in the firm name with A. C. Roberts as floor representative.

Scruggs, Robinson & Co., doing commission and brokerage business, have operated under this name since 1902. Previous to this time G. S. Scruggs was in business as G. S. Scruggs & Co. for 10 years. Chas. G. Robinson was in the employ of the Memphis Grain & Eltr. Co. from boyhood up to time of entering business with Mr. Scruggs.

Shanks, Phillips & Co., wholesale grocers and grain dealers, have been in business for 30 years. S. H. Phillips, Pres't, was a traveling salesman from 1871 to 1880.

J. E. Tate & Co., of which Mr. Tate is the only member, succeeded W. J. Chase & Co., 3 years ago at the death of Mr. Chase. Mr. Tate was for 10 years a member of W. J. Chase & Co., prior to which time he was employed by same firm for 8 years. This firm has large wholesale and retail trade in grain, hay and feed.

Trenholm-Kolp Co. succeeded Trenholm-Dillard Co. in Sept., 1910, which had been in grain business for one year. Previous to that time Mr. Trenholm was in the brokerage business for 2 years under the name of J. M. Trenholm & Co. C. F. Kolp, previous to Sept., 1910, was a member of the firm McCord, Crockett & Kolp for one year. He was sales manager for John Wade & Sons for 3 years, and before that was in grain business under the name of C. F. Kolp & Co. Trenholm-Kolp Co. buy from country points and operate the Mississippi Elevator. They deal in grain, hay and millfeed.

John Wade & Sons have been in business under this style for 18 years, when John Wade admitted to partnership his sons, Thomas M. Wade and J. J. Wade. Since that time three other sons have been received into the firm, Mark F., Geo. E. and Eugene M. John Wade entered the grain business with his father at Madison, Ind., when 14 years of age.

F. C. Weathersby has been in the grain, hay, flour, meal and rice brokerage business at Memphis for 8 years. Previous to this he was located at Natchez, Miss., for 4 years.

Webb & Maury entered the grain, hay and millfeed business in 1884, having been preceded by Alston, Maury & Co. Walter Webb, mgr. of hay dept., has been in the grain and hay business for 21 years. H. H. Maury, mgr. of grain dept., was formerly a member of Alston, Maury & Co. They own and operate the Riverside Eltr. and Warehouses, and manufacture stock feed.

J. M. Williams & Co. has been in grain, hay and flour business since 1884 and is one of the oldest members of Merchants Exchange. Mr. Williams is the only member of the firm.

E. W. Wyatt, grain, hay and millfeed broker, has been in business in Memphis for 5 years, previous to which he was in Athens, Ga., for the same length of time. Mr. Wyatt was formerly in the employ of large coffee dealers for 15 years at St. Louis, Baltimore, Rio de Janeiro and London.

Yates & Donelson Co. is composed of W. F. Yates, Pres't, L. R. Donelson, Vice-Pres't, and F. C. Gifford, Sec'y-Treas. They own and operate a mill and eltr., are wheat and corn millers, and have been in business for 8 years. L. R. Donelson was formerly a member of the brokerage firm of L. R. Donelson & Co. for 20 years. In 1896 Mr. Donelson was Pres't of Merchants Exchange. W. F. Yates was formerly in the milling business for 15 years as a member of Cannon & Yates.

NEW MEMPHIS GRADING RULES.

The Rules covering the Grades of Grain and Hay have been amended by the addition of the following rules covering Kiln Dried Corn, Standard White Oats, Sulphured Oats, Headed Hay and Alfalfa Meal:

CORN—KILN DRIED.

When corn is kiln-dried it shall take the same grade as provided in above qualifications, except that it shall be inspected as kiln-dried corn and so noted on inspection certificates.

STANDARD OATS.

STANDARD WHITE OATS—Shall be seven-eighths white, sound, reasonably clean and reasonably free from other grain, but not sufficiently sound and clean for No. 2.

SULPHURED OATS—When oats are sulphured they shall take the same grade as provided for in above qualifications except that they shall be inspected as sulphured oats and so noted on inspection certificates.

HEADED HAY—Shall be classed as threshed hay and inspected under the qualifications governing the inspection of threshed hay.

ALFALFA MEAL.

CHOICE ALFALFA MEAL—Shall be milled from leafy alfalfa of natural green color, properly cured, free from foreign grasses sound, sweet and dry, with pronounced fragrance and must contain 14 per cent protein and 1½ per cent fat.

PRIME ALFALFA MEAL—Shall be milled from alfalfa of fair color, sound and sweet, having reasonable alfalfa fragrance, shall be free from foreign grasses and shall contain 14 per cent protein and 1½ per cent fat.

STANDARD ALFALFA MEAL—Shall be milled from alfalfa, sound and sweet, but not of sufficient fragrance and color to grade as prime, may contain 15 per cent of foreign grasses and shall contain 11 per cent protein and 1 per cent fat.

No GRADE ALFALFA MEAL—Shall include all alfalfa meal not good enough to grade Standard.

All shipments of alfalfa meal shall be packed in even weight bags and comply with the Pure Food Laws.

LEE D. JONES

GRAIN HAY

"CONSIGN IT TO JONES"

COMMISSION MERCHANT

MEMPHIS, TENN.

J. M. WILLIAMS & CO.

GRAIN—HAY—SEEDS

Consignments our Specialty. Give us a Trial

Fair demand for Hay

1212 Memphis Trust Bldg. Memphis, Tenn.

EDGAR-MORGAN CO., Wholesale Grain Dealers

MANUFACTURERS OF

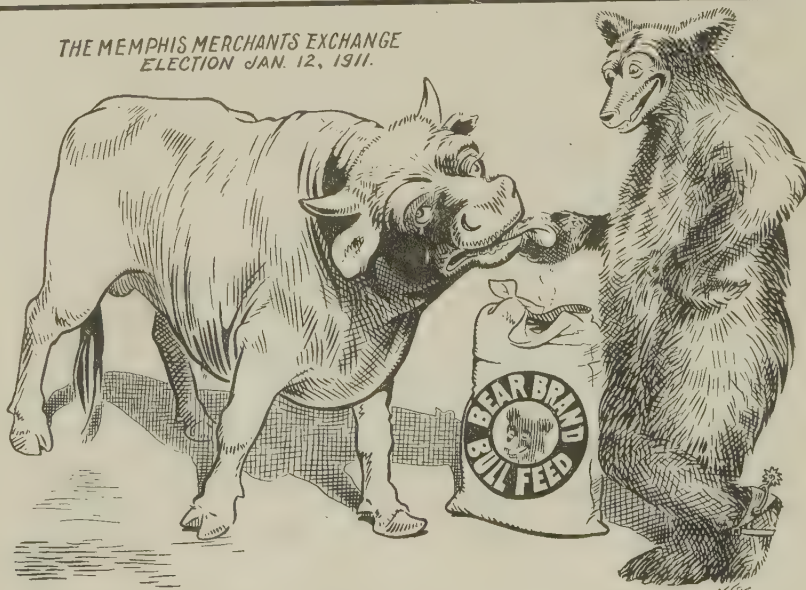
**CERALFA STOCK
MANNA DAIRY
MANNA HEN
SUPERB CHICK**

FEED

The first Complete Line of Crushed Feeds made in

MEMPHIS

THE MEMPHIS MERCHANTS EXCHANGE
ELECTION JAN. 12, 1911.



See report of election on page 136 of this Journal.

J. C. WEST J. B. HORTON

J. C. WEST & CO.

Memphis, Tenn.

CONSIGNMENT SPECIALISTS

HAY AND GRAIN

40

General Electric Motors

Drive Elevator 5¹/₂ Years

Repair Parts Cost About \$12.00

Forty motors, aggregating 3300 horsepower, have been driving a New Jersey elevator since April, 1905. They have been subjected to moist salt air, dust and heavy overloads, yet up to date—Sept., 1910—they have required only about twelve dollars worth of repair parts.

Absolutely no repairs have been required on the motors used to drive the shovel shafts, fans, cross conveyors, separators and longitudinal conveyors (3 ft. belt, 746 feet long.)

Steadiness of Motor Drive Makes Ropes Last Longer

Those in charge of this elevator say the ropes used in driving last much longer than they do with mechanical drives due to the perfect smoothness of the motive power.

Motors Ventilated and Protected

Inside of motor a fan on motor shaft sucks air into frame through rat-proof screens and forces it out doors through galvanized iron pipes. Some of the motors are opened and cleaned once or twice a year, which, with an occasional oiling, is all the attention given them.

Power Cost Saved

The elevator using these motors saves greatly in power cost as all expense stops when a machine is not running—when it is not paying its own power bill by production.

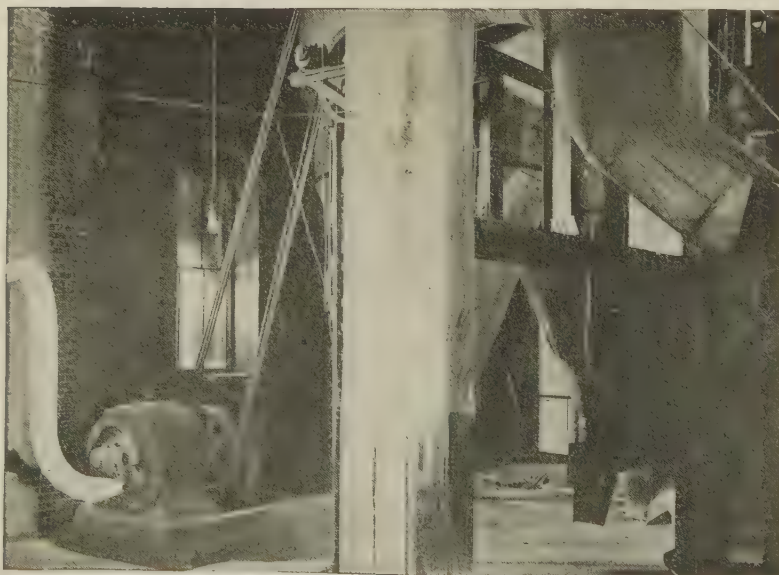


Send your drive problem to our nearest local office and have our grain elevator drive experts—engineers specializing on this work—make a careful estimate of the power saving possible with our motor drive.

Write today for Bulletin No. 4742.

General Electric Company

Largest Electrical Manufacturer in the World



Principal Office:

Schenectady, N. Y.

SALES OFFICES IN THE FOLLOWING CITIES:

Atlanta, Ga.
Baltimore, Md.
Boston, Mass.
Buffalo, N. Y.
Butte, Mont.
Charleston, W. Va.
Charlotte, N. C.
Chicago, Ill.
Cincinnati, O.
Cleveland, O.
Columbus, O.
Denver, Colo.
Detroit, Mich.
(Office of Sol'g Agent)
Indianapolis, Ind.
Kansas City, Mo.

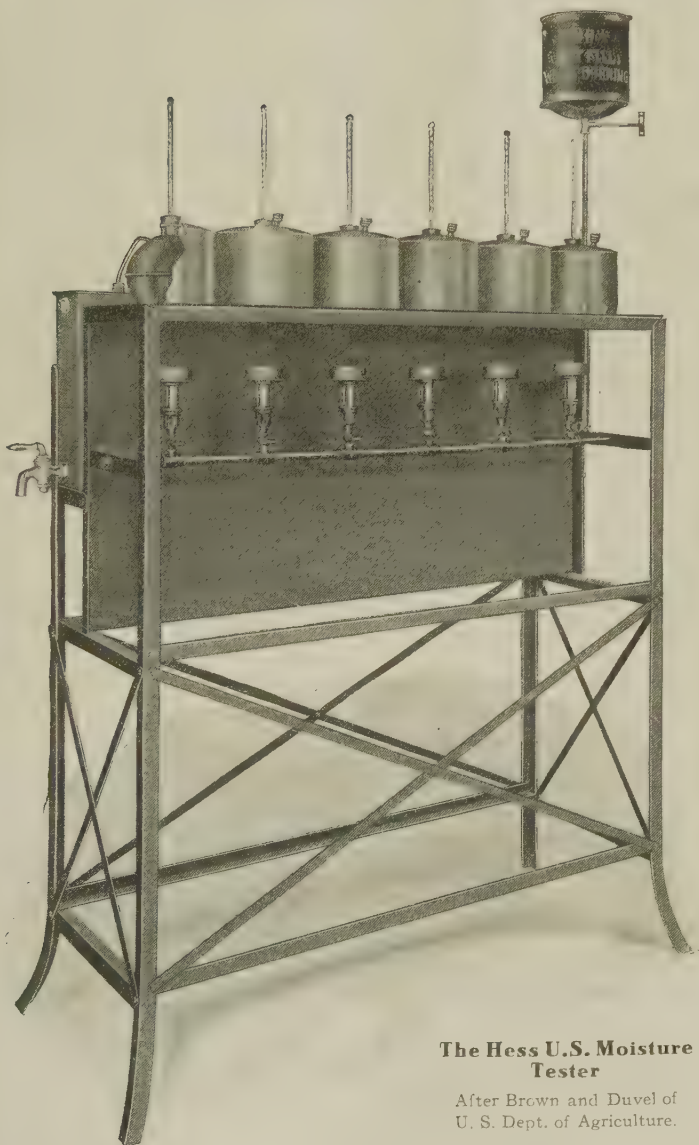
Los Angeles, Cal.
Minneapolis, Minn.
Nashville, Tenn.
New Orleans, La.
New Haven, Conn.
New York, N. Y.
Philadelphia, Pa.
Pittsburg, Pa.
Portland, Ore.
Richmond, Va.
Salt Lake City, Utah.
San Francisco, Cal.
St. Louis, Mo.
Seattle, Wash.
Spokane, Wash.
Syracuse, N. Y.

TEST YOUR CORN

WITH A

HESS (U. S.) Moisture Tester

ACCURATE—CONVENIENT—SIMPLE



The Hess U.S. Moisture Tester

After Brown and Duvel of
U. S. Dept. of Agriculture.

CONSTRUCTION

The machine is carefully constructed of heavy steel, substantial and durable.

FUEL

We supply burners for Gas, Gasoline or Alcohol as preferred.

COPPER FLASKS, Unbreakable

The Copper Flasks of the Tester insure accuracy, since they are uniform in size, and against the breakage bills incidental to the use of glass flasks.

CONVENIENCE

The height of the Hess (U. S.) Moisture Tester is the most convenient for the operator, of any moisture tester—no table nor stand required.

WE GUARANTEE

We guarantee every machine and part, and anything unsatisfactory may be returned at our expense.

GET IT NOW—Instant Shipment

We have a full stock of testers, balances and all supplies on hand at our Chicago factory, ready for instant shipment. No delay in filling orders.

Used everywhere by the Largest Grain Dealers
Free booklet with full instructions. Write today

HESS Warming & Ventilating Company

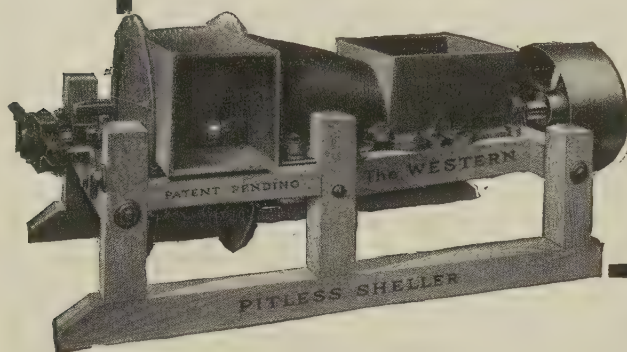
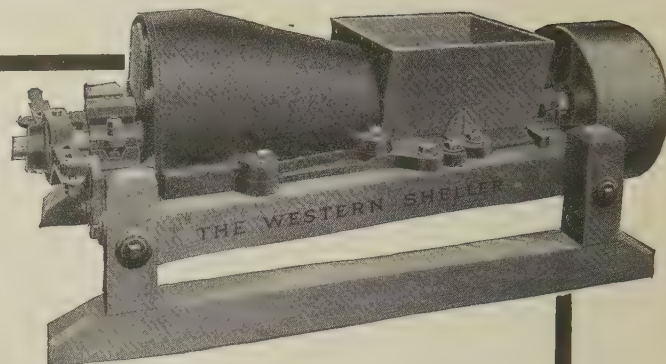
907 Tacoma Bldg., Chicago, Illinois

Makers of the HESS GRAIN DRIERS,—FREE BOOKLET

WESTERN SHELLERS

meet every demand and do perfect work. For this reason you will find more of them than all others in elevators; a high testimonial to their worth.

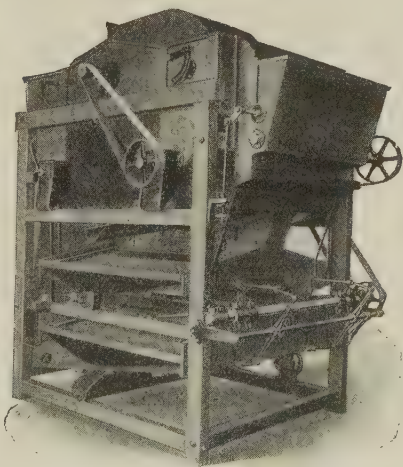
When you buy a **WESTERN** you insure the best of results; a machine with which all others are compared; the pioneer backed by over forty years of success.



Union Iron Works

Sole Manufacturers **DECATUR, ILL.**

1221-1223 Union Ave. **KANSAS CITY, MO.**



The Latest in Separators

Our Double Side Shake Separator has all the latest improvements.

The bearings are all chain oiling, are dust proof, have large oil wells, are fitted with brass grease cups and are of extra length.

The eccentric boxes are self-oiling and never heat when properly oiled.

It has two kinds of sieve motion, sieves with motion in line with the travel of the grain and sieves with side shake.

All sieves are kept perfectly clean with our new sieve cleaning device which works underneath the sieves.

The regulation of the feed and adjustment of every part is of the latest pattern and superior to any other machine of its class.

These are only a few of its valuable features, the rest are fully described in our latest circular.

We also make other separators of all kinds, Oat Clippers and Scourers, Feed Mills of all kinds, etc.

In short we furnish complete equipments for Grain Elevators, Malt Houses, Cereal, Corn, Feed, Flour and Cement Mills.

Send for latest circulars.

BARNARD & LEAS MFG. CO.

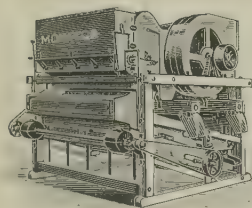
Mill Builders and Mill Furnishers

MOLINE, ILL., U. S. A.

SPECIAL SALES AGENTS:

BARNARD MFG. CO., Spokane, Wash.
M. M. SNIDER, 1533 E. Walnut St., Des Moines, Ia.
W. S. DRASHEAR, 421 E. Pine St., Springfield, Mo.
WM. EBERT, 2028 Midland Avenue, Louisville, Ky.
W. G. CLARK, 701 Fisher Bldg., Chicago.

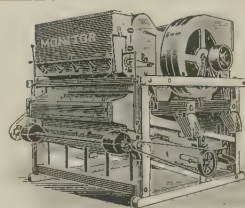
C. B. DONALDSON, 568 Oak Street, Columbus, Ohio
H. J. CREAGOR, P. O. 1595, Salt Lake, Utah
U. C. DARBY, Williamsport, Md.
WILLFORD MFG. CO., Minneapolis, Minn.
W. J. REYNOLDS, Stowell House, Jackson, Mich.



LESS POWER



LESS SHRINKAGE LOSS



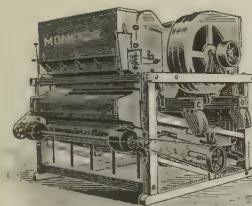
MONITOR AUTOMATIC GRAIN CLEANERS

THE MOST MODERN GRAIN CLEANING MACHINE MANUFACTURED

BETTER CLEANING WORK WITH A SAVING ON EVERY BUSHEL HANDLED

CAPACITIES, 10 to 4,000 bushels per hour. For all kinds of cleaning work.

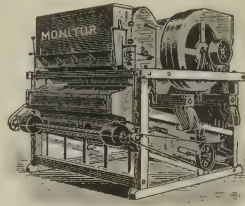
HUNTLEY MFG. CO., Silver Creek, N. Y.



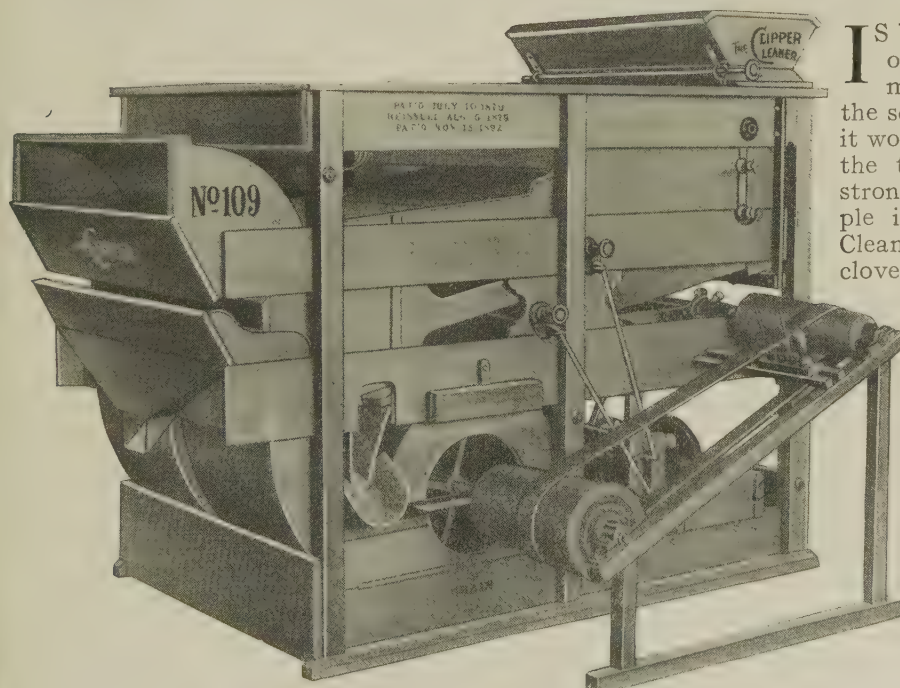
LESS UP-KEEP COST



LESS ATTENTION



The No. 109 Clipper Cleaner



IS UNEQUALED for handling seeds or grain in local elevators. This machine has Traveling Brushes on the screens which enables you to keep it working to its full screen capacity all the time. It is very light-running, strongly built, easily installed and simple in operation. We guarantee this Cleaner to give perfect satisfaction on clover seed, timothy or any kind of grain, and it can be operated with one-fourth the expense for power of any suction cleaner on the market. It will not require over one-half of one horse-power on clover or any kind of seed, nor over one horse-power on grain. If you are looking for a first-class, up-to-date cleaner of moderate capacity, we would be glad to send you catalog and give prices and particulars upon request.

A. T. FERRELL & CO., Saginaw W. S., Michigan

Grain Elevator Machinery and Supplies

Largest Stock—Lowest Prices

B ELTING, Rubber		G RAIN TESTERS	
American.....	50%	Champion Two Quart.....	net \$ 8.00
Brighton.....	55-5%	Champion One Quart.....	net 7.70
Conqueror.....	60%	Howe Two Quart.....	net 11.25
Daisy.....	65%	Howe One Quart.....	net 10.50
Standard.....	75%	H ANGERS, Adjustable Ring Oiling	
B ELTING, Leather—Single or Double		1 15/16, 12-in. drop.....	net 2.45
American.....	50-10-5%	Other sizes in proportion.	
Brighton.....	60-5%	I NDICATOR Ring and Lever.....	
Conqueror.....	60-10-10%	net 2.00	
Standard.....	70%	I NDICATOR Stand Complete.....	
B ELTING, Canvas Stitched		net 3.30	
American.....	60-10%	L OADING SPOUTS, Chain Telescope	
B ELTING, White Cotton Woven		Extra Quality 8" diam. 8' long.....	net 8.00
American.....	50-5%	Extra Quality 6" diam. 8' long.....	net 7.00
B UCKETS, Elevator		P ULLEYS, All Iron	
Empire.....	60%	12" diam. and smaller.....	50%
Salem.....	60-10%	13" diam. to 24" inclusive.....	55%
B OLTS, Elevator		25" diam. and larger.....	60%
Reliance.....	70%	P ULLEYS, Wood Split, all sizes.....	
Norway Flat Head.....	70%	60-10-5%	
		P ULLEYS, Friction Clutch	
		Give size and H. P.....	
		Special Prices	

Just a Few Prices
as an index.

We carry everything
for
Grain Elevators
and
Flour Mills.

WE ARE WESTERN AGENTS FOR
Howe Scales, Complete Stock at Omaha
Witte Gasoline Engines, all sizes
Barnard and Leas Cleaners, Shellers, etc.
Avery Automatic Scales for Elevators and Mills
Man Lifts, Steam Boilers and Engines, Car Loaders

Send List of
Machinery & Supplies
for estimate
or if in hurry
Send us order
at Guaranteed
Prices

B OXES, Common Flat, 1 15/16.....		R OPE, Transmission, Manilla, all sizes	
Other sizes in proportion.		American.....	net per lb. 15½c
C OLLARS, Set, 1 15/16.....		Brighton.....	net per lb. 13c
Other sizes in proportion.		Standard.....	net per lb. 11½c
C OUPLINGS, Compression, 1 15/16.....		S HEAVES, Manilla Rope	
Other sizes in proportion.		For 3/4", 7/8" and 1" rope.....	50-10%
C OUPLINGS, Flange Face, 1 15/16.....		For larger rope, proportionate price.	
Other sizes in proportion.		S PROCKET, Chain.....	
C OTTON WASTE, No. 2, White		50%	
Full Bales, about 100 lbs.....	per lb. 10½c	S PROCKET, Wheels	
Less quantities.....	per lb. 11½c	12" diameter and smaller.....	45%
C ONVEYOR, Spiral.....		13" diameter and larger.....	50-5%
60-10%		T EST WEIGHTS	
D UMP IRONS		Standard 50 lb.....	each \$2.50
Standard, complete.....	net \$ 9.50	In lots 10 or more.....	each 2.25
Controllable, extra heavy.....	net 23.25	T URN HEADS, Cast	
E LEVATOR BOOTS, Cast Adjustable		8" with Hopper.....	net 5.20
For 11" buckets.....	net 17.50	Other sizes in proportion.	
Other sizes in proportion.		W ASHERS, Cast for tie rods.....	
		per lb. 2½c	

DISCOUNTS APPLY TO STANDARD PREVAILING LISTS

American Supply Co., Omaha, Neb.

1110-1112 Farnam Street

Watch for Special Bargains Each 25th of the Month Issue of this Paper.

Phones { BELL, DOUGLAS 5304
INDEPENDENT A2304

GRAIN ELEVATOR BUILDERS

CONCRETE GRAIN STOREHOUSES

are fireproof and durable. The cost of maintenance and insurance of building and contents is reduced to a minimum. Grain keeps better in concrete and business is never interrupted by a fire. It is the only material the grain dealer who expects to remain in business can afford to use, and if he wishes to sell out, his plant is as good as new.

Write for Plans and Specifications to
B. J. CARRICO, Fort Worth, Tex.

L. O. HICKOK & SON

ENGINEERS and CONTRACTORS for
ELEVATORS
FIREPROOF STORAGE
Minneapolis, Minn.

MODERN ELEVATORS?

YES, INDEED. Address the inquiry
W. H. CRAMER
ST. PAUL, NEB.
and satisfaction will be yours. Convincing references.

REDUCE YOUR EXPENSE

bill, by having an Elevator that does the work. I build and remodel grain Elevators. Write for plans and prices.
R. M. VAN NESS, Fairbury, Neb.

I. J. HERRING

Contractor of Modern Elevators designed and built to meet the requirements and economy of a country elevator; 15 years at this special line of work. **HASTINGS, NEBRASKA.**

10,000 Bu. Modern Elevator

\$2,600 and up for
a complete plant.

The P. H. Pelkey Construction Co.

G. C. Christopher and A. C. Rynders Owners
WICHITA, KANSAS

FRIEDLINE

designs and builds strictly modern Grain Elevators, Concrete Storage Tanks, Mills and Warehouses.

Write for Plans and Estimates.

FRED FRIEDLINE & CO.,
255 La Salle Street, CHICAGO



**Especially Designed for Economy
of Operation and Maintenance**
LINCOLN, NEB.



1110 Farnum Street, Omaha, Neb.

"Over 200 satisfied owners of Cramer Elevators assure you the same satisfaction, and the grain business at your station."

Write us for grain elevator
plans and estimates

W. H. WENHOLZ

Designs and Builds 'Em
GRAIN ELEVATORS AND MILLS
28 years experience, that's not all, write me about my Grain Cooling System.
1212 Fiftieth Ave., Morton Park, Ill.

We Build 'Em

Grain Elevators, Mills and Warehouses
Plans and estimates furnished
Peerless Construction Co.,
Wichita, Kan.

STEEL GRAIN TANKS

We are pioneers in this line and are building tanks in the good old fashioned way. Joints caulked and guaranteed water, weather and bug proof. Long experience has demonstrated the necessity of high grade workmanship to make steel storage a success. We do it.
Wm. Graver Tank Works, East Chicago, Ind.



Fireproof, Concrete Country Elevator

12 Bins, Capacity 40,000 bushels
A. W. MENK, Builder
Minneapolis, Minn.

You Know

You want to do business with the grain shippers. Tell them so. The Grain Dealers Journal reaches them.

THE SIDNEY ENGINEERING & CONSTRUCTION COMPANY

Designers and builders of grain elevators.
Elevator property bought and sold.
SIDNEY, OHIO

W. D. SHORT

Successor to J. A. HORN & CO.,
Oklahoma City, Okla.
ELEVATORS, MILLS, WAREHOUSES
THE LATEST, THE BEST
and at the right price.

V. E. FORREST CO. ELEVATOR BUILDERS

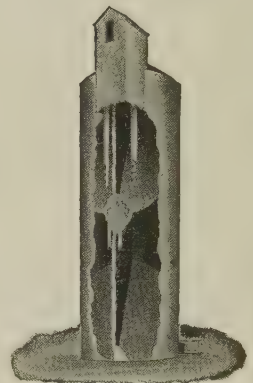
TYNDALL, SO. DAKOTA
Successors to C. M. Forrest & Co.

O. P. HIETT CO.

BUILDERS
GRAIN ELEVATORS, FLOUR MILLS AND
DISTILLERIES
Also handle Machinery and Supplies.
PEORIA ILLINOIS

Interior View Finton

Single
Sub-Divided
Tank
Concrete
Elevator,
10,000 to
18,000 Bushels
Capacity.



Four to 12 bins. Every part reinforced concrete. Fireproof. Rat proof. No Repairs. Lasts forever. Write for cost and other advantages.

Finton Construction Co.
Appleton, Wis.

Say you saw it in the

Journal

When you write our advertisers
Thanks

Morley Bros., Haden & Plott

DESIGNERS AND CONTRACTORS
GRAIN ELEVATORS

WICHITA KANSAS

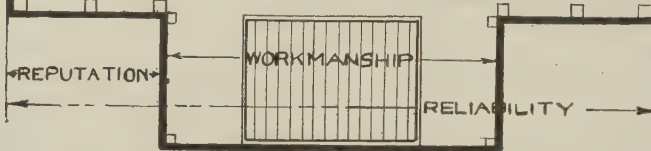
GRAIN ELEVATOR BUILDERS

ARE YOU PLANNING TO BUILD AN ELEVATOR?

Write for estimates from the firm that has built more first-class elevators than any other firm in the West.

YOUNGLOVE CONSTRUCTION CO.

219 Grain Exchange, SIOUX CITY, IOWA



GRAIN ELEVATORS ∴ WAREHOUSES STORAGE TANKS ∴ SEED HOUSES

Built of

Wood or Fireproof Material

PLANS—SPECIFICATIONS—ESTIMATES

Give me a chance to figure with you
before making contract.

T. E. IBBERSON

Minneapolis :: :: Minnesota

Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Lined Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. **Price, \$1.50**

GRAIN DEALERS JOURNAL

255 La Salle Street, CHICAGO, ILL.

Record of Cars Shipped

Is a book designed especially for country shippers in keeping a complete record of each car of grain shipped.

It is ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of lined ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2,250 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. **PRICE, \$1.50.**

GRAIN DEALERS JOURNAL

255 La Salle Street, CHICAGO, ILL.

Macdonald Engineering Co.

DESIGNERS AND BUILDERS OF
GRAIN ELEVATORS

Monadnock Bldg., CHICAGO, ILL.

GRAIN ELEVATOR

Designing and Construction
Made a Specialty

Witherspoon-Englar Co. Monadnock Bldg.
CHICAGO

John S. Metcalf Co.

ELEVATOR BUILDERS

623 THE TEMPLE

Plans and Specifications
a Specialty. CHICAGO

Burrell Engineering & Construction Co.

Designers and Builders of

GRAIN and COAL ELEVATORS

108 La Salle St., CHICAGO

SECOND- HAND

Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

**GRAIN
DEALERS JOURNAL**

OF CHICAGO.
COSTS 15 CENTS PER LINE.

McALLISTER & O'CONNOR

Designers and Builders of

**GRAIN ELEVATORS
WAREHOUSES and
COAL CHUTES
In Wood or Concrete**

1232 Monadnock Block. Phone Harrison 7859
CHICAGO, ILL.

Send for our standard plans and specifications

D. F. HOAG

CONTRACTOR and BUILDER
GRAIN ELEVATORS

206 Corn Exchange, Minneapolis, Minn.

INVESTIGATE THE COST FIREPROOF ELEVATORS

WRITE US TO-DAY

MONARCH ENGINEERING CO.

Chamber of Commerce, Buffalo, N. Y.

OLSON BROTHERS & CO. Engineers & Contractors

Grain Elevators, Flour Mills and Complete Plants for handling
Coal, Sand, Gravel, Ores, Ashes, etc.

Phone Humboldt 2373

2418-22 Bloomingdale Ave.

CHICAGO, ILL.

DO IT NOW

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.

GRAIN ELEVATOR BUILDERS

CAR ORDER BLANKS

FORM 222 C. O. So many grain shippers are experiencing difficulty in obtaining cars, many are now keeping a carbon copy of each order for cars, in order to keep an accurate record of their efforts to obtain cars, to facilitate proving delay by railroad company and to encourage railroad agents to heed shippers' needs. Car order blanks are put up in books of fifty, with machine perforations, so that order can be torn out and sent to carrier's agent and carbon copy be retained in book. Fifty orders and 50 duplicates in each book. **Price, 50cts.**

GRAIN DEALERS JOURNAL

255 La Salle Street

Chicago, Ill.

WE BUILD High Grade Milling Plants

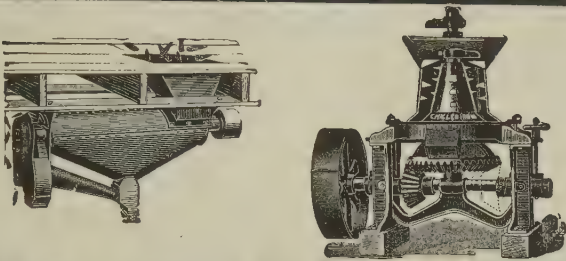


IN
**CEMENT
STEEL or WOOD**

Grain Elevators
and Power Plants
Steam, Gas
Electric

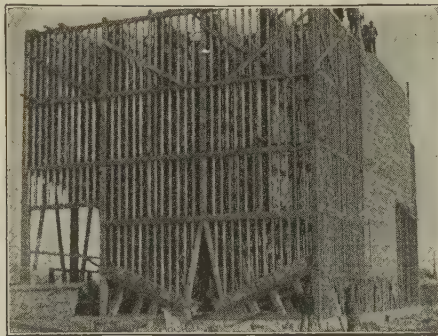
A. E. BAXTER ENGINEERING & APPRAISAL CO.
BUFFALO, N. Y.

Triumph Corn Sheller and Crusher



THE C. O. BARTLETT & SNOW CO.
CLEVELAND, OHIO, U. S. A.

Studded Constructed Elevators



THIS illustration shows an elevator of our design in process of construction. We make complete plans and specifications. Our experience will make money for you.

—Write us.—

**Reliance
Construction
Co.**

625 Board of Trade
Indianapolis, Indiana

JAMES STEWART & CO.

CONTRACTORS

Designers and Builders of **GRAIN ELEVATORS** In All Parts of the World



Extensive additions to the Washburn-Crosby Co.'s plant, Buffalo, N. Y., consisting of 6,000 Barrel Flour Mill, Million Bushel Concrete Grain Storage and 600 Foot Dock.

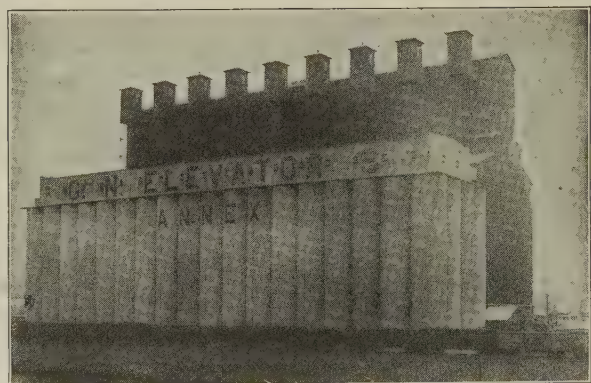
GRAIN ELEVATOR DEPARTMENT, 1811 Fisher Building., Chicago

W. R. SINKS, Manager

R. H. FOLWELL, Engineer

We also do General Contracting and have Offices in the following cities.
Write or call on any of them.

New York, Hudson Terminal Bldg.
Pittsburg, Pa., Westinghouse Bldg.
San Francisco, Cal., 709 Mission St.
Canadian Stewart Co., Ltd., Montreal,
Fort William, Ontario, Canada
St. Louis, Mo., Bank of Commerce Bldg.
New Orleans, La., Hibernia Bank Bldg.
Denver, Colo., First National Bank Bldg.
Canada, Eastern Township Bank Bldg.



GREAT NORTHERN RY. CO.
ELEVATOR "S" ANNEX, SUPERIOR, WIS.


**2,250,000 Bushels Capacity
Reinforced Concrete**

Built Complete in 120 Days by

The Barnett & Record Company

Minneapolis, Minn.

CONTRACTORS AND ENGINEERS



RATS & MICE
EXTERMINATED
SCIENTIFICALLY

Without danger. No odors. Ask the
PASTEUR LABORATORIES OF AMERICA
Room 862, 325 Dearborn St., Chicago, Ill.

GALVANIZED CORRUGATED
Steel Siding, Roofing, Fireproof Window Frames, Sashes, &c.




SYKES Steel Roofing Company, Chicago, Ill.
Sheet Metal Contractors. Makers of Fireproof Windows
Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

Standard Cleaners Cleans Clean

When you buy a cleaner you want a cleaner—not a fanning machine. Ours are "Standard" in name and quality. They have proven themselves. You will be interested in our exclusive features, owned and controlled by us. WRITE US TODAY—NOW.

The International Manufacturing Co.
CRESTLINE, OHIO

R



Live weevil plus a little Fuma equals dead ones every time.

Fumigate Your Elevators and Mills With FUMA

The only satisfactory method of treating grain in the bin; kills all insects, weevil, moths, etc.

10c per lb. in 50 lb. and 100 lb. drums.

Send for printed matter.

EDWARD R. TAYLOR
Manufacturing Chemist Penn Yan, N. Y.

HIGHEST PRICES FOR

FURS HIDES

SHIP TO
McMILLAN FUR & WOOL CO.
200-212 FIRST AVE. N.
MINNEAPOLIS, MINN.

PELTS WOOL

WRITE FOR CIRCULAR

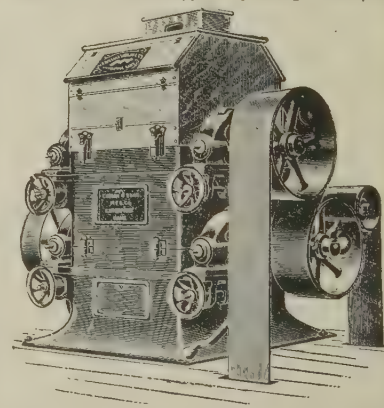
BIG CAPACITY Corn and Feed Mill

But that isn't the only advantage of this Ehrsam Two-High mill. It's made of finest materials for strength and long service. Frame is all cast iron—and arranged so that rolls can easily be removed for grinding and corrugating. Don't decide on any corn and feed mill till you get all the facts about the

EHRSAM "TWO-HIGH"

furnished with belt or gear drive on slow side, as desired. Grinds coarse or fine meal, barley, graham flour, linseed meal, rye, corn chop, etc. Best for each. Built for rolls nine inches in diameter. Send your name now for all facts. Address

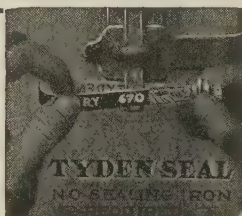
THE J. B. EHR SAM & SONS MFG. CO.
2 Factory St., Enterprise, Kansas
Mill and Elevator Supplies of Every Description



Claim Losses Prevented

by **TYDEN SELF-LOCKING CAR SEALS** bearing your name and consecutive numbers. Thousands of shippers use them. Write for samples and prices.

INTERNATIONAL SEAL & LOCK CO.
Chas. J. Webb, Gen'l Sales Agent,
617 Railway Exchange Building, CHICAGO, ILL.



BOWSHER

(Sold with or without Elevator)

CRUSH ear corn (with or without shucks) and **GRIND** all kinds of small grain. Have Conical-Shape Grinders. Different from all others.

LIGHTEST RUNNING
(Our circular tells why)

Handy to Operate. Eight Sizes—2 to 25-horsepower.

Peculiarly suited for use with Gasoline Engines.

The N. P. Bowsher Co.
South Bend, Indiana

FEED MILLS



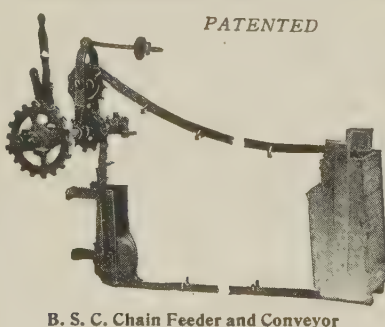
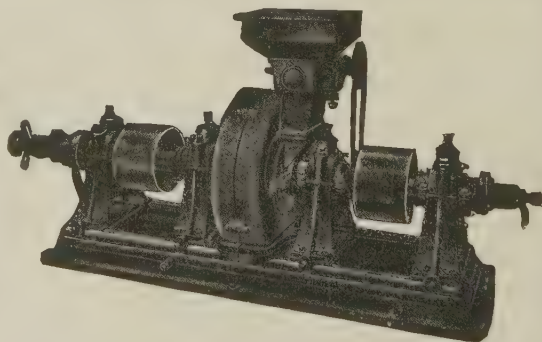
Your Profits

at the end of the year are shown by the amount of cash you have. You will find the feed grinding end of your business very profitable if you have a

Monarch Feed Mill

Let us prove it to you by sending you one on trial. WRITE US

SPROUT, WALDRON & CO
P. O. 260, MUNCY, PA.



B. S. C. Chain Feeder and Conveyor

Our Nineteen-Ten Sales ON OUR Grain Handling Machinery

Were the largest we have yet enjoyed.

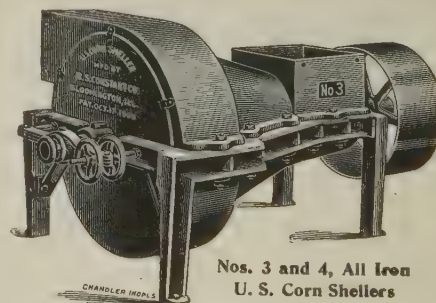
We want to thank and wish old and new patrons a Happy and Prosperous New Year.

As our nineteen-eleven machinery will be better than ever we solicit your inquiries for all Elevator Supplies.

Any contractor will furnish our specialties if you will specify them. So don't forget.

Catalog No. 2 and our Expert's Services are yours free of charge.

B. S. CONSTANT CO., Bloomington, Ill.



Nos. 3 and 4, All Iron
U. S. Corn Shellers

MORRIS GRAIN DRIER CO.
607-511 Chamber of Commerce, Milwaukee, Wis.
Several years of experience fully demonstrates that owing to the fact that Morris Grain Driers have thorough ventilation, drying grain much more evenly, truthfully stamps them as being superior to any other grain driers in existence. Can be constructed more economically than the average drier. Don't fail to write for pamphlet giving full information and testimonials regarding our driers, coolers and conditioners.



MILWAUKEE BAGS

for oats, corn, seed, produce, etc. Use "Aurora A" cotton seamless grain sacks full size 2 Bu. 16 ounces.
"Hindoo" Jute twine 3-4-5 ply is good for sewing and tying.
MILWAUKEE BAG CO., Milwaukee, U. S. A.



Perforated Sheet Metal

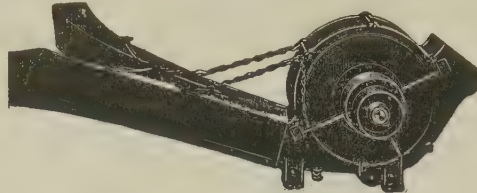
We have a first class up-to-date plant for the manufacture of perforated metal, and can fill orders promptly. Our prices are right, and we furnish goods which we guarantee to be the best. A screen that lays flat and fits the frame not only does better work but increases capacity. We know how to make them. Prompt shipment is our rule.

The Strong-Scott Mfg. Co.
Minneapolis, Minn.

Northwestern Agents for
Richardson Automatic Scales
Invincible Cleaners
Knickerbocker Dust Collectors

NO CURE—NO PAY

thing until you have tried it and find that it meets your requirements. Should it not prove satisfactory you may return it at our expense, but we do not think you will find this necessary, for not



We are so confident our Boss car loader will please you that we will ship it to you on the condition that you are not to pay us anything until you have tried it and find that it meets your requirements. Should it not prove satisfactory you may return it at our expense, but we do not think you will find this necessary, for not one of them shipped during the last two years has been returned and there was nothing to prevent anyone from sending his back had he wanted to do so. In a very few instances they did not work just right at the start but when we were advised of the nature of the trouble we told the parties wherein they had not followed our directions and thereafter the machines were satisfactory. When asking for prices please state about how many bushels you wish to load per minute, as we make them in five sizes all of which we carry in stock.

MAROA MANUFACTURING CO., DEPT. 3, MAROA, ILL.

A Period of Specialties

We make a specialty of mill and elevator spouting.

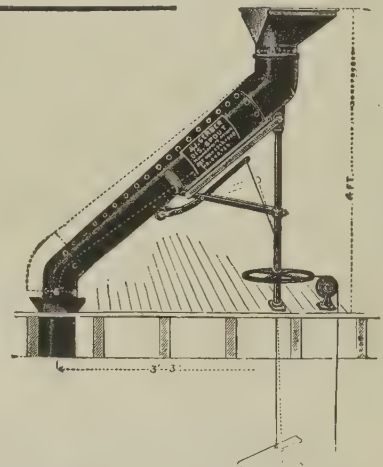
Gerber Improved Distributing Spouts are used all over the country, because of superior workmanship in the construction.

Mixing of grain is impossible with the Gerber system, which has a world wide reputation.

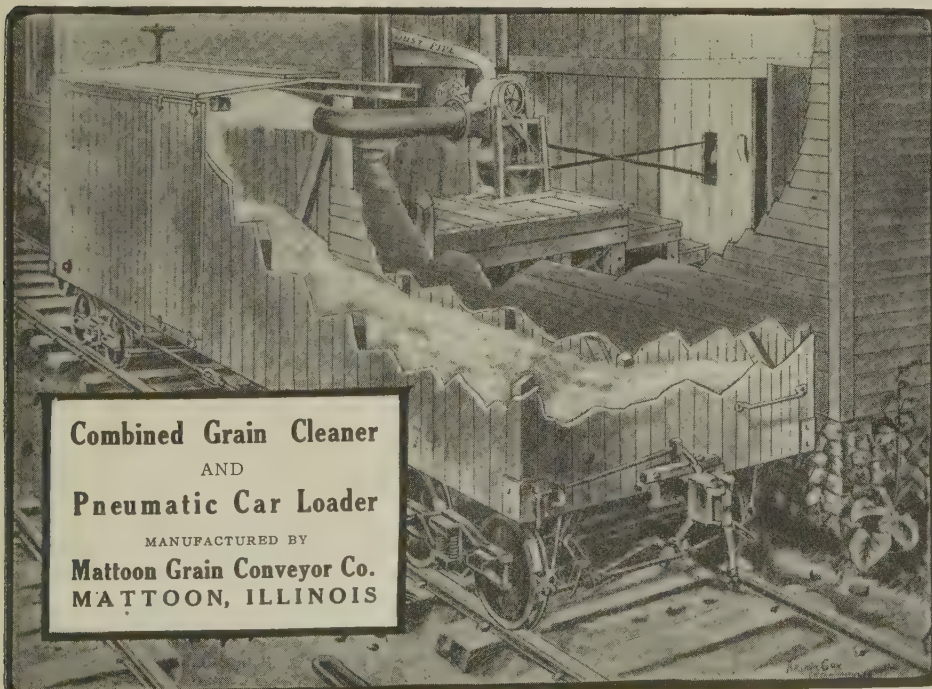
For further particulars write us.

J. J. Gerber

Minneapolis, Minn.



Judicious Advertising as Irresistible as Niagara
The Journal Continuously Demonstrates It



Combined Grain Cleaner
AND
Pneumatic Car Loader

MANUFACTURED BY
Mattoon Grain Conveyor Co.
MATTOON, ILLINOIS

COMBINED

Grain Cleaner and Pneumatic

CAR LOADER

The ONLY Machine That Will Clean and Load at the Same Time.

The ONLY Car Loader That Will Not Damage the Grain.

The ONLY Car Loader With Automatic Loading Spout Which Insures Even Distribution of Grain in All Parts of the Car.

For Descriptive Circular and Prices, Address

Mattoon Grain Conveyor Co.
Mattoon, Ill.

"The per cent of loss saved by the '1905' over the old 'Cyclone' is from 71½% to 80%. These losses are due to dust collector friction and take into consideration nothing but the Collector."—*The Mechanical Engineering Dept., University of Michigan.*



**THE
"New
Cyclone
1905"**

Manufactured Exclusively by
The Knickerbocker Co.
JACKSON, MICH.



**SUCCESS
SAFETY MAN LIFT**

ATTENTION,
ELEVATOR CONTRACTORS!

Write us for our Special
Proposition for 1911

DO IT NOW

HASTINGS
Foundry & Iron Works
HASTINGS - NEBR.

CYCLONE BLOW PIPE CO.

IMPROVED

Cyclone Dust Collectors, Automatic Furnace
Feeders, Steel Plate
Exhaust Fans, Ex-
haust and Blow
Piping.

Complete systems
designed, manu-
factured, installed and
guaranteed. Old
systems remodeled
on modern lines on
most economical
plans. Supplemen-
tary systems added
where present sys-
tems are outgrown.
Defective systems
corrected and put in
proper working
order.

High and Low
Speed Systems.

541-333
West Jackson Boul.
CHICAGO, ILL.

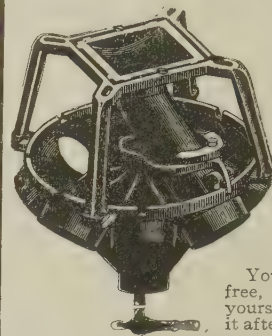


(Patented)

Here Is Where You Silently Lose Out

You cannot distribute grain, fill all your bins
completely full operating entirely from the
lower floor and avoid mixing without a

HALL SIGNALING DISTRIBUTOR



By accomplish-
ing these re-
sults, you save
its cost every
month, some-
times every
day.

Ask your neigh-
bors, who use
a HALL, in
any state.

You can install one
free, demonstrate it
yourself, then pay for
it after proving it.

HALL DISTRIBUTOR CO.
222 Ramge Bldg. Omaha, Neb.

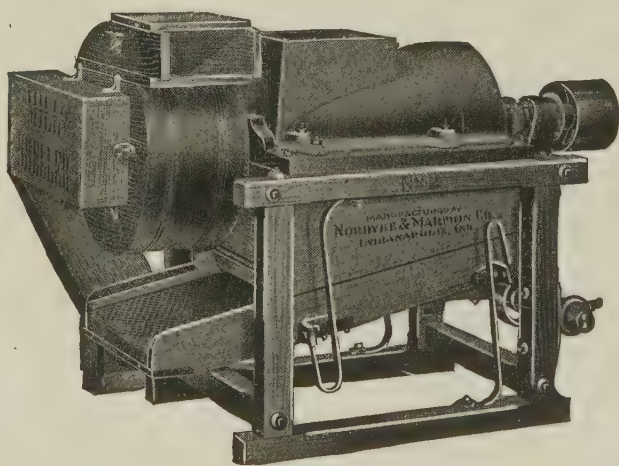
Corn and Oat Tables

—ON CARDS—

Clark's Tables for wagon loads reduce any
number of pounds of shelled corn, rye, flax-
seed, ear corn and oats up to 4,000 pounds to
bushels of 56, 70, 72, 75, 80 and 32, 33 and 35
pounds. Printed in two colors on heavy bris-
tol board. Can be hung up beside scale beam
for use by weighman. Price, delivered 50 cts.

Grain Dealers Journal

255 La Salle St. Chicago, Ill.



**MILL
SHELLER**

A Combined Sheller and Cleaner for
small mills and country elevators. Simple,
durable and economical. • Cylinder dis-
charges on head end of shaker, thus obtain-
ing full benefit of screens. The most

efficient combined machine of small capacity on the market. Built in two sizes, 40 to
100 bushels capacity. Send for Catalog 568.

Our line includes mill and elevator supplies of all kinds, power connections, grain
handling appliances and many special machines for mills and elevators.

Estimates cheerfully furnished.


NORDYKE & MARMON CO.

America's Leading Mill Builders

Established 1851.

INDIANAPOLIS, IND.



You know all about rubber belting that —

Separates in the plies like this 

Splits in the seams like this 

“R. F. & C.”

Solid Woven Rubber Belting

is the only rubber belt that perfectly overcomes not only above but all defects met with in the use of ordinary cemented ply rubber belt.  Send for samples, prices and detailed information.  They're yours for the asking!

W. H. SALISBURY & CO., Inc.

ESTABLISHED 1855

“Eliminators of Belt Troubles”

CHICAGO - - - - - ILLINOIS

Steam Carried a Mile with Practically No Loss

In a recent test made by prominent engineers steam at 350 degrees F. was carried through an outside temperature of 60 degrees F., in pipes insulated with



J-M Asbesto-Sponge Felted Pipe Covering

for a distance of 5,356 feet, or over a mile, with a loss of only 10 horse power. This was but 2.65 per cent. of the 375 horse power engines, carrying 120 lbs. steam. No other pipe covering has such remarkable insulating properties, because none other confines such a great amount of dead (motionless) air, which is the secret of insulation.

J-M ASBESTO-SPONGE FELTED is also the most indestructible covering on the market. It will not crack, break or lose its insulating value from vibration or rough usage.

Write nearest Branch for Sample and Booklet.

H. W. JOHNS-MANVILLE CO.

Manufacturers of Asbestos and Magnesia Products

ASBESTOS

Asbestos Roofings, Packings, Electrical Supplies, Etc.

Baltimore
San Francisco
New York
Milwaukee
Kansas City

Cleveland
Boston
Seattle
Philadelphia
Minneapolis

London
Dallas
Buffalo
St. Louis
Pittsburg

New Orleans
Los Angeles
Detroit
Chicago

957

Too bad you got “stung” on that last cleaner.

Don't let it happen again.

Buy a Reliable **BEALL** Cleaner.

You will be proud to show it to others especially years hence.

The Beall Improvements Co.

DECATUR, ILLINOIS

The Triple Self-Locking Seal



has three separate locks. Cannot be opened or picked without mutilation.

Initials and numbers printed or embossed as desired.



Requires no sealing press, thereby saving much time in sealing cars.

To lock: Insert loose end in mouth of case and crowd back to shoulder of same, when all three locks will snap into place.

Send for Samples and Prices

Chicago Car Seal Company

380 N. Green St.

CHICAGO, ILL.

WITTE ENGINES


USE GAS, GASOLINE OR KEROSENE

make a dependable power for Elevator and Mill work. Your plant is running in one minute, no time lost getting ready for short runs. The equipments are complete and conform to Insurance rules.

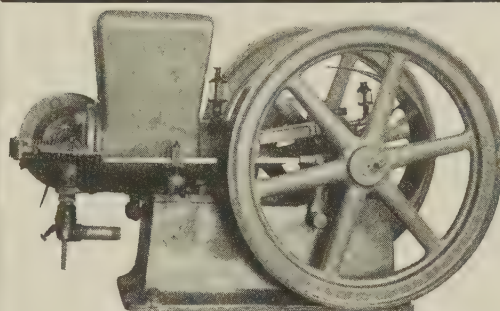
FIVE YEAR BOND GUARANTEE

Our elevator engines have wipe feed oil systems, vertical valves auto noiseless mufflers and many other advantages. If you use the **WITTE** you help us advertise. So write for our introducing proposition stating size wanted.

WITTE IRON WORKS CO.
1626 Oakland Ave., KANSAS CITY, MO.



BELTING, PULLEYS, HANGERS, SHAFTING and SUPPLIES
GAS AND GASOLINE ENGINES
SEND FOR PRICES
THE OSBORNE & SEXTON MACHINERY CO., Columbus, Ohio



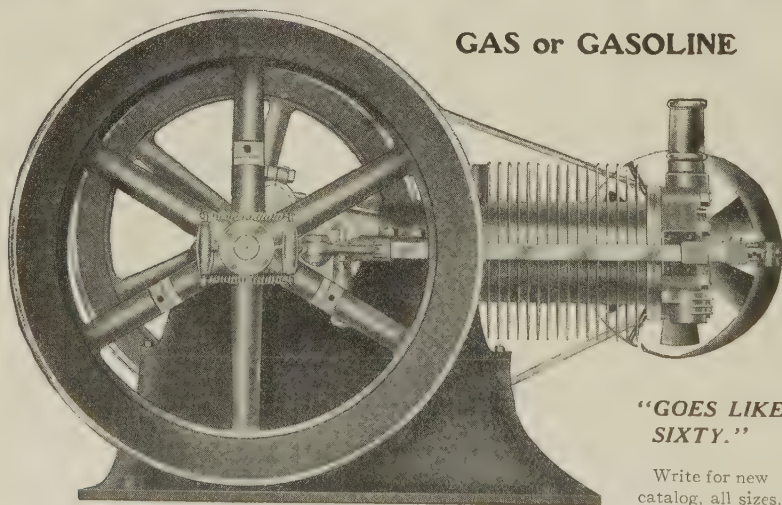
The **THOMPSON** Automatic Engine
— FOUR CYCLE —

This engine is unique in its simplicity. It is absolutely down to bed rock on working parts, and still it has all the essential features of a first class four cycle engine. The valves are in the head, the inlet valve being opened mechanically. There are no gears, cams, and no gasoline pump to bother. The gasoline is fed by suction. High grade Jump Spark ignition. For its weight and size this is the most powerful engine on the market today. 4 H. P., 6 H. P., and 8 H. P. sizes. The price is right—let us book your order.

J. THOMPSON & SONS MFG. CO., - **Beloit, Wis.**

GILSON 5 Horse Power AIR-COOLED ENGINE

GAS or GASOLINE



"GOES LIKE
SIXTY."

Write for new
catalog, all sizes.

GILSON MFG. CO., 644 Park St., Port Washington, Wis.

COAL SALES BOOK

Form 44.
FOR RETAIL COAL DEALERS.

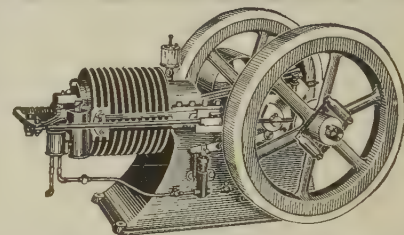
It facilitates bookkeeping and reduces the chance of error. Practically three books in one. 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is the journal from which the posting is done. It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount. This book is 8½ x 14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth; has leather back and round leather corners. Price, \$1.75. For sale by GRAIN DEALERS JOURNAL, 255 La Salle Street, Chicago.

FOOS

GAS AND GASOLINE ENGINES

Have reached their present state of perfection as a direct result of 22 years experience in manufacturing them. These engines are built in the largest exclusive gas engine plant in America where they have the advantages of superior superintendence, and the best shop equipment. Catalogue No. 20 explains points of great interest to prospective engine purchasers. send for it. Horizontal and vertical 2 to 500 HP.

THE FOOS GAS ENGINE CO.,
SPRINGFIELD, OHIO.



SAVES GASOLINE—This engine runs on ¼ less gasoline than any other make. Let us prove it. Try one in your elevator for 30 days FREE. Cylinder is cooled without the use of fans or water, there is nothing to "freeze up." Many large firms use this engine exclusively. We will be glad to furnish you their names. **GADE BROS. MFG. CO.,**
116 Main St., Iowa Falls, Iowa

CIFER CODES

Use a good Telegraph Cifer Code. Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

ROBINSON'S TELEGRAPH CIPHER CODE is used more extensively by the grain trade than all others combined. Well arranged, compact; can easily be carried in the pocket. Well printed on good paper. Bound in leather, \$2.00; cloth, \$1.50.

HAY AND GRAIN CIPHER CODE is for the use of hay receivers and shippers. Is well arranged, compact and well printed on good paper. Price, \$1.00.

BALTIMORE EXPORT CABLE CODE, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 152 pages. Price, \$8.00.

RIVERSIDE CODE, fifth edition, specially adapted for use of millers and flour dealers who do an export business. Bound in flexible leather covers, 228 pages. Price, \$3.00.

UNIVERSAL GRAIN CODE, bound in flexible leather, 144 pages. Price, \$3.00.

AMERICAN SEED TRADE ASSN.'S CODE, well bound in either flexible or hard cloth covers, 124 pages. Price, \$2.00.

A. B. C. INTERNATIONAL CODE is used more extensively in international trade than any other. Bound in cloth, 480 pages. Fourth edition, \$5.00 Fifth edition, 1,400 pages, \$7.00.

COMPANION CABLE CODE, a complete general code, with words from the official telegraph vocabulary. Bound in cloth, 144 pages. Price, \$5.00.

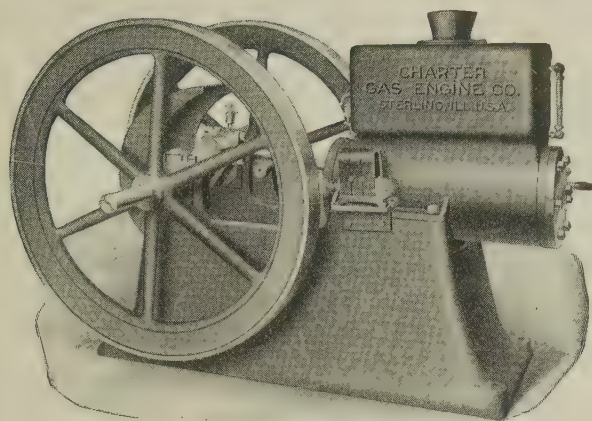
YOUR NAME in gilt letters stamped on front cover on any of above books for 25c extra.

For any of the above, address

GRAIN DEALERS JOURNAL

255 La Salle Street, Chicago, Ill.

14 Years a Charter User



GRAIN ELEVATOR AND CORN MILL 14 YEARS

Charter Gas Engine Co.,

Henrietta, Texas, Nov. 8, 1910.

Gentlemen:—I am using a 24-H. P. Charter running a Grain Elevator and Corn Mill and am pleased to say it is giving good satisfaction. This is its fourteenth year of use.

Yours truly,

B. F. Yantis

Original Gasoline Engine of the World

100 H. P. and smaller for All Kinds of Work

Gasoline, Kerosene, Naphtha, Distillate Gas, Fuel Oil
(Very Economical)

Send for Catalog and Give Your Specifications

CHARTER GAS ENGINE CO.

Box 509 Sterling, Ill., U. S. A.

EDISON BSC

PRIMARY BATTERY

FOR RELIABILITY AND ECONOMY

The position of the elements practically eliminates internal resistance and prevents polarization. Being "assembled-in-one" they save 50% in cost of attendance, and cost less to maintain than any other batteries made.

Write for book today.

EDISON MANUFACTURING COMPANY

49 Lakeside Avenue, Orange, N. J.

100,000 OTTO USERS



Why OTTO Products are Cheapest



McLAIN CoPHILA.

TENTH REASON

Could you want any stronger proof of the success of Otto products than this fact—that there are over 100,000 Otto Gas and Gasoline Engines, besides over 11,000 Otto Suction Gas Producers in successful operation today?

Now, we don't expect you to buy an Otto just for what it has accomplished in the past.

You want to know, and we want you to know what the Otto Gas and Gasoline Engines are to-day and are merely citing the extent of their success to convince you that you should investigate, to impress

upon you that what they have done for over 100,000 others they can do for you.

So all we want is the opportunity to send you all the evidence, facts, etc., so you can judge for yourself.

Will you give us this opportunity by sending us your name and address on the attached coupon, or, better still, by writing us your special conditions so we can send you more specific information. Anyhow, sign and send the coupon, please.

Otto Gas Engine Works, 3213 Walnut St., Philadelphia, Pa.

Branches:—Chicago, Boston, New York, Pittsburg, Omaha, Kansas City, Minneapolis, San Francisco

COUPON

Gentlemen:—Send me catalogs, etc., also approximate price for installing an Otto Gas or Gasoline Engine of _____ H. P.

To be used for _____

Name _____

Firm _____

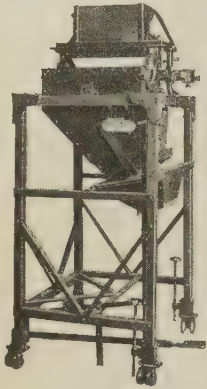
Address _____

Grain Dealer _____

Jan. _____

John Dower of the St. Louis Merchants Exchange, says:

"A Correct Scale
is essentially the most important factor in a shipper's financial success."



Portable Bagger

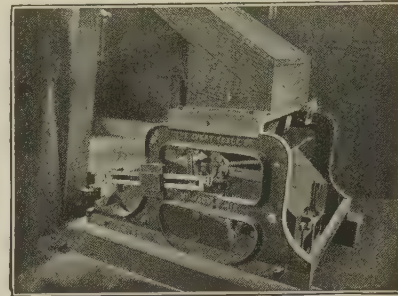
To CONVINCE you our Scale is correct—always correct regardless of irregular elevating, settling of elevator, trashy grain, or drowsiness of elevator helper—we will ship you one on sixty days' trial.

Surely this offer should give you confidence!

Write today for Catalog.

National Automatic Scale Co.
BLOOMINGTON, ILL.

AVERY



**WEIGH
YOUR
SCALE
BEFORE
BUYING**

YOUR BANK BALANCE FIGURES

FOLLOW THE LEAD OF
YOUR WEIGHT FIGURES

Would you trust the handling of your BANK ACCOUNT to the first man to ask you for it without investigation?

**YOUR SCALE RUNS YOUR
BANK ACCOUNT**

GET ITS REFERENCES!

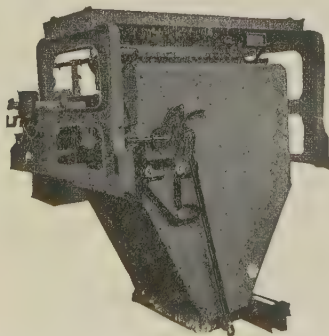
AVERY SCALE CO.
NORTH MILWAUKEE, WIS.

HIGHEST REPUTATION IS BETTER
THAN LOWEST PRICES

The

"Richardson"

AUTOMATIC SCALE



4000 In Use

"ENOUGH SAID."

Richardson Scale Company

6 Park Row, New York

122 Monroe St., Chicago

415 Third St. So., Minneapolis

Hess=Dried Corn

Dried with Warm Air } With a
Cooled with Fresh Air } Hess Drier

*Best for Shipping
Best for Storing
Best for Milling*

Hess=Dried Corn is normal in all respects. It will germinate strongly, and its milling qualities are improved. The treatment of Hess Drying sweetens it, removes all odors, and by driving out all excess moisture prevents heating and makes it safe for shipping or for storing indefinitely.

Sold by many leading grain dealers throughout the U. S. A free list of these dealers will be supplied on request.

Hess Warming & Ventilating Co.

907A Tacoma Bldg., Chicago.

Ask about our U. S. moisture tester.

*An Automatic Scale,
Not an Automatic Puzzle*

A Scale
not a
Weighing
Machine

The Beam
comes to
Balance
with each
draft



Buy a SONANDER and you won't have to Guess
THE WINTERS-COLEMAN SCALE CO.

Home Office and Factory SPRINGFIELD, OHIO Offices at all Grain Centers

The SONANDER was put on the market three years ago. It is now conceded to be the only accurate and practical automatic scale.

The strongest proof is the fact that many users have thrown out other makes and put in SONANDERS.



Another proof is growth—from a one-room, rented shop, to present occupancy and ownership of the largest and best equipped automatic scale plant in the world.

If you are not now using a SONANDER, you will sooner or later.

We shall be very glad to hear from you.

THE WINTERS-COLEMAN SCALE CO.

Main Office and Factory **SPRINGFIELD, OHIO** Offices at all Grain Centers

CHICAGO SCALE COMPANY

Require No Pit

Strong
Accurate
Durable

Write for
Catalogue



1021 Jackson
Boulevard
Chicago, Ills.
Manufacturers of all Kinds of
U. S. STANDARD SCALES
Best Scales Made For
Stock, Hay, Grain and Merchandise

Official Scale at all Fat Stock Shows
Highest Premiums Awarded at all Expositions

Only Scales Made Arranged to Hang in SOLID STEEL FRAMES

"EUREKA" GRAIN DRYERS



Are easily controlled,
Continuous in operation,
Thoroughly Reliable,
Inexpensive to install,
Results are Uniform.

All our claims are fully substantiated.
Any percentage of moisture can be removed.

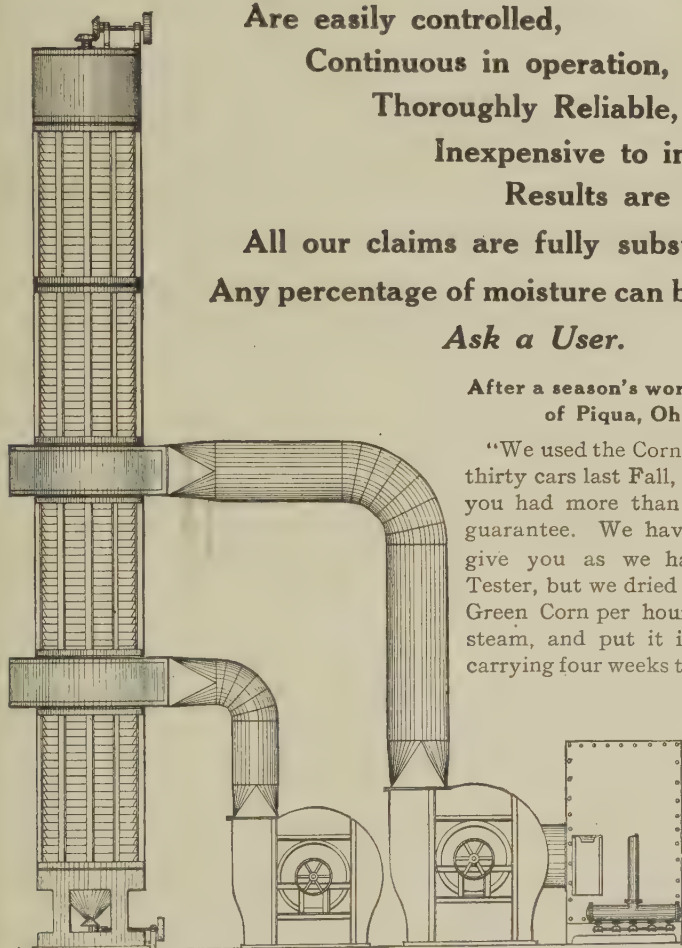
Ask a User.

After a season's work, C. N. Adlard,
of Piqua, Ohio, says:

"We used the Corn Dryer on about thirty cars last Fall, and found that you had more than exceeded your guarantee. We have no figures to give you as we had no Moisture Tester, but we dried 160 bushels of Green Corn per hour with 30 lbs. of steam, and put it in condition for carrying four weeks to New England.

Our Broker said we had the best corn that had arrived in that section.

We would not be without the Dryer at any cost."



Sole Manufacturers

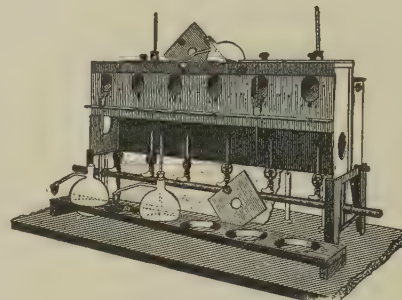
THE S. HOWES COMPANY

Grain Cleaning Machinery Specialists

"Eureka Works," Silver Creek, N. Y.



Moisture Tester



BROWN & DUVEL'S

For Accurate Determination of the Percentage of Moisture contained in Grain and Other Substances.

Adopted as Standard by the U. S. Department of Agriculture, the Standing Committee on Methods of Seed Testing of the Association of American Colleges and Experiment Stations.

In use by all U. S. Grain Standardization Laboratories.

Prices and Descriptive Booklet on Application.

Exact results guaranteed.

The Kny Scheerer Co.

Dept. of Laboratory Supplies

404-410 West 27th St., New York, U. S. A.

You may need some special
equipment for handling this

Big Corn Crop

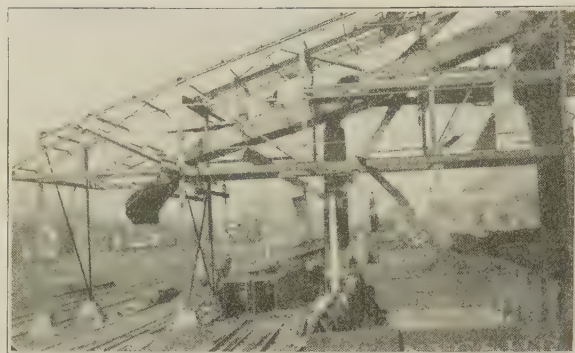
We have it, also all kinds of
Elevator Machinery and
Supplies. Write us about
your requirements.

Grain Dealers Supply Co.

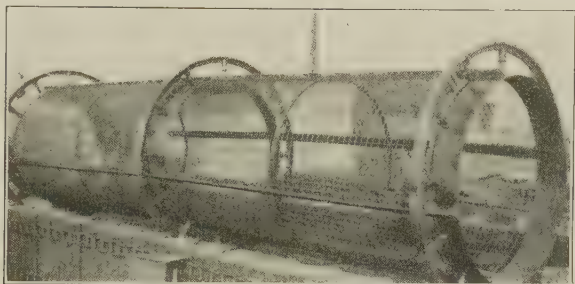
CLAUS, BLAND & CO., Proprietors

305 So. 3rd St., Minneapolis, Minn.

Why not
put
your announcement
here.

LINCOLN COAL

6-inch Lump passes over this 36 ft. Shaker Screen.



6x3 Egg and 3x1½ Nut pass through this 30 ft. Revolving Screen.

Screenings and impurities are taken out before the coal is loaded.
Write for delivered prices.

Lincoln Springfield Coal Co., Old Colony Building, Chicago

COAL!**Lill-Robinson Quality**

is MORE than the standard; it is the best! When you buy

"L-R" Coal

you not only get the very best the market affords, but you get even more than this. You get

Lill-Robinson Service

This means that when you order coal from the "L-R" Company, you get "what you want when you want it," and if you have had much experience in buying coal you know what this means.

We are shippers of the very best coal from the following fields:

"ECONOMY" 6" Lump and Egg and 3" Nut, Franklin County, Illinois.

CARTERVILLE 6" Lump and Egg and 3" Nut, Southern Illinois.

"GOOD WORTH" Lump, Egg and Nut, from Indiana.

LONE RIDGE POCAHONTAS from West Virginia.

SUNDAY CREEK HOCKING, Ohio.

Write us for delivered prices at your station.

LILL-ROBINSON COAL COMPANY

215 DEARBORN ST., CHICAGO

Long Distance Phone, Wabash 3288—ALL DEPARTMENTS

IMMEDIATE SHIPMENT

VIA ALL LINES

HARRISBURG COAL

DOMESTIC LUMP over a 6-in. Shaker Screen

DOMESTIC EGG through a 6-in. and over 3-in. Shaker Screen

DOMESTIC No. 1 NUT through a 3-in. and over 2-in. Revolving Screen

We Load Sealed Box Cars

Operators also in the following fields: Linton No. 4, Green County, Ind.; Springfield, Ill.; Clinton, Ind.; Fairmont, W. Va.; Cambridge, Ohio

O'GARA COAL CO.

General Offices
Marquette Bldg.

CHICAGO, ILL.

Minneapolis Office:
209 Lumber Exch.

"Wanted" and "For Sale"

The rate for advertisements in this department is 15 cents per type line each insertion

MACHINES FOR SALE.

MARSEILLES CORN SHELLER for sale. Absolutely new, never installed. J. B. Horton & Co., Memphis, Tenn.

FOR SALE. Five large steel elevator boot tanks. Good condition, water tight, low price. Write R. E. Jones Co., Wabasha, Minn.

ONE NO. 8 MONITOR scouring machine, one Wolf patented inter-elevator flour dresser and one Unique flax grinder for sale. All in good shape, the last two nearly new. Address United Grain Co., Minneapolis, Minn.

MACHINES FOR SALE. One 18" Engleberg Hallstead attrition mill, one 24" Foss mill, two 24" Cogswell attrition mills, one 34 h.p. Miami gas or gasoline engine, one style N. Foss grinder, one No. 7 Bowsher and one No. 10 Bowsher feed mill, one 18x32 automatic steam engine, 100 to 150 h.p. The Orville Simpson Co., Successors to Straub Machinery Co., Cincinnati, Ohio.

SECOND HAND FOR SALE—Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-20" Unique; 2-24" Foss; 1-19" Foss; 3 pair high roller mills; 2-9"x18" Noye, gear drive; 1-9"x15" Case; 1-7"x18" 3 pair high Alfrie, belt drive; 1-7"x15" Alfrie, 2 high roller mill. Separators: 1 No. 1½ Barnard & Leas milling, 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic, 25 bu. cap.; 1 No. 256 Monarch Magnetic, 50 bu. cap.; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors: 1 No. 3 P, 1 No. 4 A, 1 No. 2-B Wilson Tubular, 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.

MACHINES FOR SALE. 1 No. 9 Monitor dustless double barley separator, 1 No. 8 Monitor special barley separator, 1 Rochester flax grain & seed cleaner, 2 No. 5 Clipper grain & seed cleaners, 2 double car unloaders, 1 car puller, 4 friction clutch pulleys, 2 distributing spouts, 6 day dust collectors and 1 fan, 6-500 bu. Fairbanks scales, 1 4 h. p. steam engine, 1 fire pump, 1 heater and purifier, 6 hopper tanks for elevator boots, 4,000 very good elevator buckets, 1 26-inch rubber drive belt, 2 26-inch rubber conveyor belts, 2 24-inch rubber conveyor belts, 1 20-inch elevator belt, 300 perforated zinc sheets new and second hand, 300 small rope sheave guides. We guarantee all machines to be in good condition. Write for what you want and you will be surprised at our low prices. La Crosse Wrecking Co., La Crosse, Wis.

SECOND HAND MACHINERY.—We offer the following Rebuilt Machinery at greatly reduced prices (subject to prior sale): Largest stock in the world. Separators—Big lot large and small capacities.

Feed Mills, 7x14 two pair high and 7x14 three pair high Nordyke & Marmon, 7x14 three pair high Richmond, 9x14 two pair high Allis, 9x24 two pair high Barnard & Leas, 9x18 three pair high Noye, and 9x30 3 pair high Wolf.

Roller Mills, 9x30 Stevens single; 9x18; 9x24 and 9x30 Allis, Stevens, Barnard & Leas, Nordyke & Marmon, Case double and 300 more of various makes and sizes. **Attrition Mills,** 19 inch and 24 inch Foss, 24 inch Monarch, 30 inch American.

Corn Crushers, No. 7 and 10 Bowsher; No. 1 Foss; No. 2 Triumph.

Elevator Belts—A big lot with buckets attached of various lengths and sizes.

Pulleys—A big lot, both wood and iron, from 3 inch to 10 ft. in diameter. Write for Catalog No. 66 G.

B. F. Gump Co., Mill and Elevator Machinery, 431 S. Clinton St., Chicago.

GASOLINE ENGINES.

1-50 H. P. MILLER GAS engine for sale. Gregory Electric Company, 16th & Lincoln Sts., Chicago, Ill.

ONE 15 H. P. FAIRBANKS gasoline engine in good running order for sale at a bargain if taken quick. Address F. W. Scanling, Chrisman, Ill.

IF YOU HAVE a gasoline engine for sale advertise in the "Gasoline Engines" column of the Grain Dealers Journal and get quick results.

15 H. P. WITTE gasoline engine for sale cheap, with tanks, piping, clutch pulley, etc. Independent Electric Machinery Co., Kansas City, Mo.

BEFORE YOU BUY, let us know what your power requirements are as we are sure to have just what you want in our stock of slightly used high grade gasoline engines. Gas Power Engineering Co., Milwaukee, Wis.

GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.
25 H. P. Columbus.
25 H. P. Fairbanks-Morse.
22 H. P. Fairbanks-Morse.
15 H. P. Fairbanks-Morse.
12 H. P. Fairbanks-Morse.
6 H. P. Fairbanks-Morse.
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

STEAM ENGINES—BOILERS.

150 H. P. ATLAS CORLISS ENGINE and steam boiler 100 lb. pressure for sale. In use two years. J. B. Horton & Co., Memphis, Tenn.

TO EXCHANGE 1-75 h. p. boiler Frost make, 1-60 h. p. engine, Frost make, 1 heater and 40 ft. smoke stack for 1-40 or 50 h. p. gas or gasoline engine and 1-25 h. p. gasoline engine. Address G. G. Black, North Enid, Okla.

REBUILT ENGINES AND BOILERS. ENGINES—CORLISS: 20x48 Wheelock, 18x36 Ohio Heavy Duty, 14x42 Hamilton, 14x36 Vilter, 12x36 Allis, etc.

ENGINES—AUTOMATIC: 15x14 Erie, 14½x16 Buckeye, 11x16x12 Buffalo Compound, 13½x15 Taylor, 13x16 Erie, 13x12 Harrisburg-Ideal, 13x12 Phoenix, 12x14 Green, 12x12 Armstrong & Sims, 11x16 Atlas, 10½x14 Buckeye, 10x14 Noyes, 9x12 Russell, 7x10 Atlas, etc.

ENGINES—THROTTLING: 16x22 H. S. & G., 14x18 Sinkler-Davis, 14x14 Lewis Vertical, 12x16 Reed, 12x14 Gibbs, 12x12 Wells, 10x16 Bass, 10x12 Oil Well, 9x12 Ball, 9x10 Reed, 8½x12 Leffel, 7x10 O. & S., 6x8 Industrial, etc.

BOILERS—STATIONARY: 72x18 high pressure, 72x18 standard, 72x16, 66x16, 60x16, 60x14, 54x16, 54x14, 48x14, 44x14, 44x12, 42x12, 36x16, 36x12, etc.

BOILERS—FIRE BOX: 100, 80, 60, 50, 40, 30, 25, 20, 16, 12, 10 and 8 h.p., etc.

BOILERS—VERTICAL: 50, 40, 35, 30, 25, 35, 30, 25, 20, 16, 12, 10 and 8 h.p., etc.

BOILERS—VERTICAL: 50, 40, 35, 30, 25, 20, 16, 12, 10, 8, 5 and 3 h.p., etc.

HEATERS. All sizes, open and closed.

PUMPS: All sizes, single and duplex.

MISCELLANEOUS: Saw mills, lath mills, edgers, cut-off saws, re-saws, blowers, exhaust fans, tanks, etc. Write for list. Also full assortment of new machinery. Sole manufacturers of the celebrated "Leader" Injectors and Jet Pumps. Send for circular. The Randle Machinery Co., 1748 Powers St., Cincinnati, Ohio.

SCALES FOR SALE.

SCALES for elevators and mills, lowest price. Chicago Scale Co., Chicago.

FAIRBANKS AUTOMATIC SCALE for sale. Capacity 1,250 bus. per hour. Perfect condition. Howe Elevator Co., Howe, Nebr.

ONE FAIRBANKS 44 ft. track scale for sale. Type registering beam, in good condition. For further particulars address Standard Cereal Co., Chillicothe, Ohio.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

FOR SALE—One second hand Dutton automatic scale in good condition. Will sell at a bargain. Mayflower Mills, Fort Wayne, Ind.

FOR SALE CHEAP—Good 42 ft. 60 ton Standard railroad scale, also 22 h. p. Fairbanks-Morse gasoline engine. Write for particulars. Grayson Mill & Grain Co., Van Alstyne, Texas.

FAIRBANKS R. R. TRACK SCALE for sale. Will weigh any 36 ft. car and capacity over 100,000 lbs. In good working order, but have no more use for it. Schug & Horn, Monroeville, Ohio.

BUILDING MATERIAL.

2 MILLION FT. 2x6, 2x8, 2x10 hemlock cribbing; all size timbers, boards and ready roofing. J. G. Ruel, 7337 Stoney Island Ave., Chicago.

FOR SALE CHEAP, 3 million ft. 2x6, 2x8 W. P. cribbing, long timbers, corrugated iron; also 21 Fairbanks-Morse scales, Ruel & Carr, Wreckers, Toledo & Wabash Elevator No. 5, Foot Courtland Ave., Toledo, Ohio.

HAY PRESSES FOR SALE.

AT HALF ITS VALUE, one Alligator full circle box hay press and straw press, 17x22, for sale or will exchange for a good lime grinder and pulverizer. H. C. Kyner, Shippensburg, Pa.

ELEVATOR SUPPLIES.

GRAIN TESTERS—Three sizes, one pint, one quart, and two quarts. Guaranteed correct, sent on trial. Write for prices. A. S. Garman Co., Akron, O.

BOOKS FOR SALE.

THE GRAINMAN'S ACTUARY, the book for grain dealers, receivers, shippers and commission merchants. Price \$1.00 post paid. Henry J. Nobbe, Nokomis, Ill.

INFORMATION.

WANTED NAME AND ADDRESS of firm manufacturing Comet seed cleaner. Address Comet, Grain Dealers Journal, Chicago.

READERS DESIRING to learn by whom, or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

ANY DEALERS who have reason to complain of the treatment received at the hands of the Sprague Mercantile Agency, Chicago, will confer a favor by communication with the undersigned. B. S. C., Box 2, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

HAMBURG, MICH. Elevator for sale. Only elevator in town. Address J. J. Watkins, Hamburg, Mich.

KANSAS. For sale 12,000 bu. elevator on Mo. P. R. R. Good wheat and corn territory in Rice Co. Price \$4,200. For particulars address J. F. Schmidt, Geneseo, Kansas.

SOUTHWESTERN IOWA elevator and coal business for sale in town of 1,500. Good territory; on own ground. Address I. R. V., Box 10, Grain Dealers Journal, Chicago, Ill.

NORTH DAKOTA. Two elevators for sale. Houses are new and in good shape. Cap. 28M each; prices right; terms cash or part cash and good security or No. Dak. land. Address Terms, Box 11, Grain Dealers Journal, Chicago, Ill.

SOUTH DAKOTA. Will sell for cash only, two elevators in adjoining towns in S. D. One elevator and lumber yard combined in No. Dak. Do not write unless you mean business. Address C. W. Derr, Mitchell, S. Dak.

NORTHWESTERN OHIO. For sale 30,000 bu. capacity up to date elevator. Enough stuff handled to suit anybody. No better station in Ohio. Best of reasons for selling. Address Fred, Box 1, Grain Dealers Journal, Chicago, Ill.

NORTH DAKOTA. A good 30,000 bu. capacity elevator for sale in southeastern N. D. House modern and in good repair; station handles 300,000 bus. per year. Only two other elevators. Address R. I. M., Box 1, Grain Dealers Journal, Chicago, Ill.

OKLAHOMA grain and coal business for sale. Best County in Okla. Fine wheat belt. Almost new 16,000 bu. elevator, modern with cleaner, 12 h. p. engine. Only coal business in 7 miles. \$6,000 cash, no trade. Address K. & H., Manchester, Okla.

FOR SALE AT A SACRIFICE. 3 elevators on the Santa Fe between Chicago and Ft. Madison. The one doing the best business will be sold separately if desired. Here is a fine chance for a grain man. Address Sacrifice, Box 1, Grain Dealers Journal, Chicago, Ill.

SMALL ELEVATOR, coal and cement block business for sale. Buildings new and complete; 35 h. p. gasoline engine, 5 stands of elevators, meal and feed mills. Location splendid. Price right. Full particulars upon application. Address W. H. Allenbaugh, Greenup, Ill.

CAVALIER CO., N. DAK. A good 35,000 bu. capacity elevator for sale in Cavalier Co., N. D. House on good repair and first class in every respect. Crops good; will make terms. Must sell on account of wife's health. Address A. P. R., Box 4, Grain Dealers Journal, Chicago.

SOUTHWESTERN MINNESOTA. Line of elevators in Southwestern Minn. for sale. Doing a good business. Local and crop conditions never better; houses in good repair, equipped with all modern machinery. Full particulars on application. Address Minn., Box 4, Grain Dealers Journal, Chicago, Ill.

ELEVATOR IN ALLEN COUNTY, OHIO, for sale. Capacity 16,000, good shipping for grain, hay and seed, handling 150 cars of grain annually; coal sheds in connection. Practically new elevator and equipped with up to date machinery. Good reasons for selling. Will give possession at once. Address Allen, Box 10, Grain Dealers Journal, Chicago, Ill.

WESTERN INDIANA ELEVATOR for sale. Good as new. Handles from 75 to 100 cars of grain a year. Also salt, cement and good coal business handling from 60 to 50 cars of coal yearly. Good feed grinder. No competition; in a good town of about 750 population and good farming country. Will sell right. For further information inquire of T. J. Connell, Milton, Ind.

ELEVATORS FOR SALE.

IF YOU WANT to sell your business write to the Manager of the Want Dept., Grain Dealers Journal, Chicago, Ill.

EMERSON, IOWA. 30,000 bus. capacity cribbed elevator and ice plant for sale. Both doing a good business. No trades considered. Address J. W. Crawford, Emerson, Iowa.

OHIO. Elevator, coal and lumber business for sale. Net profits \$3,500 annually. Located on main line of T. & O. C. R. R. No competition. Owner wants to retire to farm. Address Farm, Box 12, Grain Dealers Journal, Chicago, Ill.

WESTERN OHIO. For sale 15,000 bu. elevator and 75 bbl. flour mill combined with coal business. No competition. Well located in western Ohio. Inspection solicited. Price \$7,500. E. C. Brungard, Big Springs, Ohio.

ELEVATOR IN NORTHERN IOWA doing good business, no competition. Past results will show property will pay a high rate of interest on the investment. Cash trade only. Address Iowa, Box 5, Grain Dealers Journal, Chicago.

NEW ILLINOIS ELEVATOR of 15,000 bu. capacity for sale. Only house at station. Ships 80,000 to 100,000 bu. per year. Can engage in coal or lumber without competition. Extra bargain. Address S. A. B., Box 1, Grain Dealers Journal, Chicago.

SOUTH DAKOTA. New cribbed elevator for sale in Bonhomme Co., S. D., at a reasonable price. Might trade for clear piece of land in S. D. Good business and good reasons for selling. Address Bonhomme, Box 12, Grain Dealers Journal, Chicago, Ill.

OKLAHOMA. For sale, elevators and storage aggregating 65,000 bu. located at three best points on the O. C. R. R. Country new and fast developing. Doing good business in corn now. Price \$8,000. Good terms if desired. Address G. F. B., No. 104 Exge. Bldg., Kansas City, Mo.

WESTERN OHIO corn belt elevator for sale. Favorably located, doing a very profitable business in grain, hay, seed and coal. An excellent town of 1000, two trunk line railroads; plant is good as new and modern. A bargain for you if you will write today. Address Buckeye, Box 11, Grain Dealers Journal, Chicago, Ill.

MISSOURI. Elevator for sale in grain belt of Mo. on Wabash R. R. 90 miles east of Kansas City. Flour, feed and meal business in connection. No competition. Good business. Machinery all new. Price reasonable, terms easy. Poor health cause of selling. Address K. E. Y., Box 6, Grain Dealers Journal, Chicago, Ill.

ILLINOIS. For sale 10,000 bu. cribbed elevator handling 200 M bu. grain annually, together with coal, lumber, tile, hay and other paying lines. 7 h.p. Charter gas engine. No competition. Have good reasons for selling. If you want something first class this is it. Address N. N. E., Box 11, Grain Dealers Journal, Chicago, Ill.

THAYER COUNTY, NEBR. Elevator for sale in wheat and corn belt. Large crop to move this year; nearly all grain is marketed; no cattle feeding; only two elevators in town of 1,200; good school and churches; last year's business 110,000 bu.; can be increased; also coal can be added. Best opportunity in state. Address County, Box 9, Grain Dealers Journal, Chicago, Ill.

NORTHWESTERN OHIO. For sale 16,000 bu. capacity cribbed elevator equipped with up to date machinery, practically new. Good shipping for grain, hay, seeds and wool; also flour and feed business in connection and coal can be added. Good location, in town of about 1,200. Good opportunity for someone; price reasonable for quick sale; reason for selling, have other interests. Full particulars upon application. Address Chance, Box 2, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

TWO ELEVATORS OF 25,000 and 12,000 bus. capacity for sale. Doing good business, good territory. Address Pearson & Hayton, Marshall, Okla.

NORTHEAST KANSAS. Good elevator for sale. Doing good business; good competition. Address F. H. C., Box 1, Grain Dealers Journal, Chicago, Ill.

OHIO. Will sell 30,000 bu. capacity elevator; flour room 20x40; coal shed 90 ft. long; new gas engine. Will sell for \$9,000. Address A. N. K., Box 11, Grain Dealers Journal, Chicago, Ill.

ILLINOIS. For sale elevator doing good profitable business. Investigate. No trade. Unless you are cash buyer, don't answer. Address K. S. S., Box 1, Grain Dealers Journal, Chicago, Ill.

NORTHEASTERN MISSOURI. 16,000 bu. capacity elevator for sale. Equipped with sheller, cleaner, 3 bu. automatic scales; feed mill 26x50; new warehouse 40x70; buildings all iron clad. In college town of about 3,000. Price \$12,500 cash. Address C. E. G. Box 2, Grain Dealers Journal, Chicago, Ill.

OHIO. 6,000 bu. capacity elevator on T. & O. C. Ry. Good farming section. New and up to date; 12 h. p. St. Marys engine, No. 4 Monitor cleaner, 1,000 bu. Avery automatic scale, wagon scale, platform scales and all equipments. Coal sheds. Do a good seed business and also handle flour, feed, fence posts. No competition. Price \$3,500. Possession given at once, owners wishing to retire from the grain business. Address Ohio, Box 1, Grain Dealers Journal, Chicago, Ill.

KANSAS. For quick sale 10,000 bu. capacity grain elevator. Two large cement dumps, ear corn or threshed grain, fine sheller, cleaners, grinder, gas engine and everything necessary for successful handling of all kinds of grain; gravity lead to sheller. Is doing heavy business and in excellent condition. Owner did more than \$160,000 worth of business last year and cleared more than \$5,000 net. Best location in Kansas, being in Sumner Co. Best grain section in the west. Price \$6,500 cash for quick sale. Could give terms on part. Address F. L. D., Box 7, Grain Dealers Journal, Chicago.

NORTH DAKOTA. Elevators and farms for sale. Best business opportunities ever offered in this line. One elevator in a Red River Valley town; it is in one of the best grain towns in the state of N. D.; station handles from 500,000 to 950,000 annually. Six elevators at station; this house handled 140,000 last year; capacity 40,000; two dumps, two sets scales in elevator; one outside coal scale beam in office of elevator; very convenient coal sheds; we handle from 600 to 1,000 tons coal annually. Elevator and coal sheds on about half acre lot; residence and good well water on same property. An ideal property for man to operate personally; good location, good schools, splendid territory tributary to point. Have four other elevators that will sell. One located in Bottineau County where natural gas fields have been discovered. Elevator 30,000 capacity, 210 acres land joining town and within 200 ft. of elevator; farm has residence, barn and good well; is an ideal lay out for man who wishes to farm and run an elevator. Residence is 30 rods from elevator. One located in Ramsey County, elevator 30,000 capacity, have 160 acres land within quarter of mile of elevator. Earnings of farm has paid elevator agents salary for past three years; fine chance for man to operate farm and elevator together; elevator good paying proposition. One located in another town in Ramsey County with half section land two miles from elevator; good business. Also have quarter section land Cass Co., N. D., quarter sec. Grand Forks County, N. D., and two half section farms located within three miles of good town. Land all under cultivation. Write C. E. Burgess, Devils Lake, N. D.

ELEVATORS FOR SALE.

INDIANA. Grain elevator and large hay warehouse for sale. Good margins. First class location. Easy terms. Address The Raymond P. Lipe Co., Toledo, Ohio.

15,000 BU. ELEVATOR, iron clad, for sale or trade. In good grain section doing good business. Will trade for a good farm or will give time on part. Address Lock Box 42, East Liberty, Ohio.

IOWA. 15,000 bushel elevator in good grain territory for sale. Doing good business; no farmers competition; one competitor. This is a bargain. Address P. I. D., Box 2, Grain Dealers Journal, Chicago, Ill.

TO CLOSE OUT AN ESTATE.

For sale elevators at Buffalo and Wood Lake, Minn., also Groton, S. D. Will sell to the highest bidder. Apply to Geo. F. Metcalfe, 1021 Chamber of Commerce, Minneapolis, Minn.

NORTH DAKOTA. 30,000 bu. elevator in best grain belt in N. D. for sale or will sell half interest to an A1 man who can run same. Dump scales, hopper scales and cleaner. Address 334 E. School St., Owatonna, Minn.

ELEVATOR IN CENTRAL IOWA doing good business. No competition; large crop to move this year. If you are looking for a good business write for full particulars to R. W. G., Box 2, Grain Dealers' Journal, Chicago, Ill.

KANSAS. A line of three elevators located in the best corn territory of northeast Kan. Also flour, feed and stock business in connection for sale or will trade for good land that is worth the money. Address Sale, Box 12, Grain Dealers Journal, Chicago, Ill.

SCOTT COUNTY, KANSAS. For sale on good terms grain elevator on Missouri Pacific R. R. Capacity 10,000 bu.; gasoline power; in good shape; built six years; good location; no competition; price \$2,000. Address James B. Redd, care W. B. L. College, Odessa, Mo.

EASTERN INDIANA. Elevator and mill for sale. Storage capacity 50,000 bu. mill capacity 150 bbls.; modern up to the minute; city of 35,000, only two mills; six railroads; track siding at mill door. For further particulars address F. O. Box 36, Muncie, Ind.

OHIO. I have three elevators for sale in the best shipping counties in Ohio, located in Wood County, Henry County and Putnam County. They ship from 75,000 to 175,000 bu. per year; will sell right or trade for farm land. Address L. B. 466 F. Napoleon, Ohio.

INDIANA. 2 elevators in northwestern Ind. for sale. One has a capacity of 80,000 bu., and the other 18,000 bu. Best of shipping facilities; in good grain section; coal and hay business in connection; handle 500,000 bus. of grain at both stations annually. Reason for selling, wish to retire. For further particulars address T. A. H., Box 2, Grain Dealers Journal, Chicago, Ill.

WISCONSIN. For sale cheap in good hay shipping locality, two choice dock lots, both rail and water facilities. One lot has large warehouse 36x60, 18 high, 10 ft. basement. The adjoining lot has office and dwelling for two families. Also 5,000 lb. Cory 5 tumbler safe with 5 tumbler money chest. Scale, trucks and grain box 100 bu. Price, \$3,400. Address Edwin Boettger, Washington & 18th St., Manitowoc, Wis.

CENTRAL ILLINOIS. One of the best grain and coal businesses on Ill. Cent. Ry. operating two gasoline elevators in the best of repair; business 500,000 bus. best of competition, none at one station, fine location, also must sell with the business fine modern 8 room home in excellent repair in town of 600. Business profitable, reason ill health. \$25,000. Fine opportunity. Will bear closest inspection. Address H. E. M., Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

INDIANA. For sale 50,000 bu. elevator in Ind. Will handle 90,000 bu. corn, 25,000 bu. wheat; in good town; no competition. Price \$11,500. Address M. J. W., Box 2, Grain Dealers Journal, Chicago.

ELEVATOR IN CENTRAL IOWA for sale. 10,000 bu. capacity; handling 140,000 bu. annually; another good paying business in connection with the elevator if wanted; no competition. If you are looking for a good business address Central, Box 2, Grain Dealers Journal, Chicago, Ill.

BLACK RIVER FALLS, WIS. Frame elevator for sale. Ships 100,000 bu. grain in a normal year; also handles seeds, flour, feed and salt; only one other elevator at this point; this is a money maker, will stand close investigation; good reason for selling; price \$4,500. Address Box 17, Black River Falls, Wis.

ILLINOIS. For sale 24,000 bu. cribbed elevator in a town of 600, situated on the Big Four R. R. 25 miles from St. Louis in the best grain belt in Ill. Equipped with a 25 h.p. engine and boiler; side tracks front and rear; large warehouses under same roof and lumber yard adjoining. All in good condition and on own ground. No competition. Price \$5,000. Anxious to sell at once. Address Joel Williams, Secy., Bethalto, Ill.

OHIO. For sale 30,000 bu. capacity cribbed elevator, also coal sheds, cement house; steam power and all up to date machinery; located in small town, surrounded by some of the best farming lands in the state; good retail trade; sell flour, feed, salt, coal and cement; handle as much or more grain as any elevator of its size; no competition; reasonable price for quick sale. Full particulars upon application. Address E. L. L., Box 2, Grain Dealers Journal, Chicago, Ill.

ELEVATOR BROKERS.

IF YOU WANT TO BUY or trade for a good mill or elevator address N. I. L., Box 2, Grain Dealers Journal, Chicago, Ill.

J. D. CHANCELLOR, Fowler, Ind. I have a fine line of elevators for sale in Benton Co., Ind., at prices from \$8,000 up to \$40,000 and every one a money maker. Let me hear from you.

JOHN A. RICE, Frankfort, Ind. Exclusive elevator broker. Commissions only. Always have the very best offered, all prices, over 600 listed. Reliable and profitable service to both sellers and buyers without exception.

KANSAS CITY MILL & ELEVATOR brokers. We also deal in land and merchandise and all kinds of business propositions. We have parties wanting to buy or trade in all lines of business. List with us what you have and what you want and we will get you a deal, as we have a big list to select from in all parts of the United States. Address W. E. Hagenmaster & Co., Orient Hotel, Kansas City, Mo.

ELEVATORS WANTED.

WANTED—First class Okla., Kans., Nebr. or Mo. money making elevator in good town. Address N. O. K., Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED TO BUY for cash elevator in corn belt. Also have Oklahoma land and city property to exchange for elevator. Address Cash, Box 1, Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR wanted that will handle not less than 125,000 bu. annually in town of 1,000 people or more. Address A. L. S., Box 2, Grain Dealers Journal, Chicago, Ill.

OHIO. For exchange, fine business, room and dwelling, 1200 West Broad St. Columbus, O., for elevator and coal business in central or western Ohio. Address Howard Townsend, Irwin, Ohio.

WANT TO BUY one or two elevators in Ohio, Ind. or Ill. Give full description, kind of elevators, power, total bushels shipped per year, where located, price, etc., in reply. Address Lock Box 54, Deshler, Ohio.

FOR TRADE MODERN RESIDENCE in city of 5,000 for mill, elevator or coal yard in town of 1,500 or more in Indiana. Good trade for someone retiring from business. Address S. E. A., Box 1, Grain Dealers' Journal, Chicago, Ill.

ELEVATOR WANTED IN EXCHANGE for \$3,000 equity in half section N. D. land; partly broke, all tillable. Have some cash, if necessary, but unless you have an A1 proposition, don't answer. Price must be right. Address Exchange, Box 2, Grain Dealers Journal, Chicago.

ELEVATORS WANTED. A line of elevators suitable for general line of grain. Will lease with privilege of purchase or buy outright. Prefer those located in Central or Northeastern Indiana or Northwestern Ohio. Do not care if they are small capacity. Address Eastern, Box 10, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

IF YOU ARE SEEKING a business write to the Manager of the Want Ad. Dept. of the Grain Dealers Journal, Chicago, Ill.

IOWA. For sale, first-class grain, coal and implement business. Cash only. Address C. C. I., Box 11, Grain Dealers Journal, Chicago, Ill.

EASTERN NEBRASKA. Flour, feed, poultry and cream station agency for sale. County seat; main line; valuable exclusive territory; money maker; satisfactory reasons disposal. If you mean business treat with owner, A. B. C., Box 2, Grain Dealers Journal, Chicago, Ill.

CASH FOR YOUR BUSINESS or real estate. I bring buyer and seller together. No matter where located, if you want to buy, sell or exchange any kind of business or property anywhere, address Frank P. Cleveland, 5951 Adams Express Building, Chicago, Ill.

2 Journals \$2.00

Send us Chicago or New York exchange for \$2, and we will send you the weekly

HAY TRADE JOURNAL of Canajoharie, N. Y.

and the semi-monthly

GRAIN DEALERS JOURNAL of Chicago,

both for one year. Try the combination to-day. Address,

Grain Dealers Journal, 255 LA SALLE STREET, Chicago, Ill.

SITUATIONS WANTED.

YOUNG MAN having experience in grain business desires position, preferably in the west. Address West, Box 1, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION. Have had many years experience as manager of elevator. Can give good references. Address J. J., Box 2, Grain Dealers Journal, Chicago, Ill.

COUNTRY GRAIN BUYER wants position. 5 years experience; 33 years old; best of reference. Address R. E. T., Box 2, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED AS MANAGER or assistant manager of small line of elevators. Ten years experience. Address Line, Box 2, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION AS MANAGER of country station. Seven years experience. Can furnish references from former employers, also banks. Address T. S. E., Box 12, Grain Dealers Journal, Chicago, Ill.

WANTED—POSITION by young man 25 years of age; 4 years' experience. Expert gasoline engine; good bookkeeper; best reference. Go anywhere. Address Ed, Box 4, Grain Dealers Journal, Chicago.

MANAGER OF ELEVATOR, either with a mill or a country station, wants position. Have had 25 years' experience and can give references. Address A. C. P., Box 3, Grain Dealers Journal, Chicago.

WANT A JOB as grain buyer, manager of an elevator, engineer, traveling solicitor or any position connected with the grain business? If so, make your wants known to progressive grain dealers who are in need of experienced help through the "Situations Wanted" column of the Grain Dealers Journal.

WANT POSITION with good grain firm in St. Louis, Chicago or Kansas City. Have had seven years experience and want to learn more about the business. Am acquainted in southern Kans. and northern Okla. with the grain trade. Address K. R. E., Box 1, Grain Dealers Journal, Chicago, Ill.

SITUATIONS WANTED.

MANAGER OF COUNTRY ELEVATOR wants position. Experienced and capable; married, and can give references. Address E. L. Reed, Hallsville, Ill.

SITUATION WANTED as traveling solicitor for some Chicago grain commission firm. Had practical experience; established trade central Ill. and Iowa. Reference and information furnished. Address J. S., Box 1, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION AS MANAGER or grain buyer. Have had experience both in the wholesale and retail of grain seed, flour, feed and coal. Am at present employed but wish position where there is chance for advancement. Reference given. Address Buyer, Box 1, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

COMPETENT MEN TO HANDLE combination grain and lumber stations in Iowa. Apply with references to Neola Elevator Company, 205 La Salle St., Chicago, Ill.

ASSISTANT BOOKKEEPER wanted in Chicago. Must operate typewriter. Give experience and salary wanted to start. Address E. E. S., Box 2, Grain Dealers Journal, Chicago, Ill.

WANTED—Thoroughly experienced man as foreman in large grain elevator at terminal point. Must be capable handling men and a good grain mixer. Give age and references, also salary expected. Address Foreman, Box 2, Grain Dealers Journal, Chicago, Ill.

MILLS FOR SALE.

GOOD 300 TO 400 BBL. MILL for sale or exchange. Address Box 52, Independence, Iowa.

MISCELLANEOUS.

TRIAL WEEVIL REMEDY. Grain dealers having grain infested with weevil and willing to try out a new compound in their extermination at our expense will please communicate with H. C. Carel, 210 North 5th Street, Minneapolis, Minn.

GRAIN WANTED.

SALVAGE GRAIN. We buy grain salvage in any quantity, wet or dry. American Cattle & Poultry Food Co., Binghamton, N. Y.

NEW WHEAT AND OATS of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Phila., Pa.

HAY WANTED.

HAY & STRAW WANTED—Correspond with us. W. J. Armstrong Co., Milwaukee, Wis.

HAY & STRAW WANTED—Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

MEAL FOR SALE.

OWL BRAND COTTON SEED MEAL for sale. 41-43 per cent protein guaranteed. Standard for 35 years. Write for our booklet, "Science of Feeding." F. W. Brode & Co., Dept. C, Memphis, Tenn.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

BUCKWHEAT FOR SALE.

Buckwheat flour
Buckwheat groats
For sale by
Miner-Hillard Milling Co.,
Wilkes-Barre, Pa.

BUCKWHEAT WANTED.

SILVER HULL AND JAPANESE buckwheat in carloads wanted. Buffalo Cereal Co., Buffalo, N. Y.

SCREENINGS WANTED.

GREEN PEA SCREENINGS or broken peas wanted. Buffalo Cereal Co., Buffalo, N. Y.

SEEDS FOR SALE—WANTED**SEEDS FOR SALE.**

FOR SALE medium red clover seed testing from 96 to 99 per cent purity. The Hayes-Hemmings Co., New London, Ia.

PURE HOME GROWN CLOVER. Medium, mammoth, alsike in quantities from one bag up; samples and prices on request. Defiance Iron & Steel Co., Defiance, Ohio.

FOR SALE—SEED. Pure medium, mammoth and alsike seed. Write for samples and prices. Nathan & Levy, Ft. Wayne, Ind.

SEEDS FOR SALE. Clover, timothy, millet, Hungarian, red top and other field seeds. Write for prices. Illinois Seed Co., Chicago, Ill.

FANCY OAK RIDGE SEED BARLEY for sale. No better barley was ever raised. Extra clean and heavy, strong in vitality and germination. Now is the time to make arrangements for one or more carloads. Samples and prices on application. Western Elevator Co., Winona, Minn.

CHOICE HOME GROWN CLOVER, medium or mammoth, alsike and timothy. Raised in the best seed territory in the United States. In quantities from one bag to car loads. Samples and prices on request. Ask us about seed oats. The Sneath-Cunningham Co., Tiffin, Ohio.

SEEDS FOR SALE.

ALFALFA SEED, grown in Artesian Valley for sale. Also cane, millet and kaffir corn. Write for prices. Meade Grain & Seed Co., Meade, Kans.

SEED BARLEY. Write us for samples and price of the best seed barley in the country. Raised on the bluffs of the upper Mississippi. Also clover and alsike. R. E. Jones Co., Wabasha, Minn.

NEW MADRID SEED CORN for sale in car lots. Both white and yellow. Specially selected and put up in even weight branded bags. Jasper, Newsum & Co., New Madrid, Mo.

IF THE SEEDS YOU WANT are not advertised here, write us. We keep a record of seed offered for sale and may be able to refer you direct to firms having what you want. Seed Dept. Grain Dealers Journal, Chicago, Ill.

JOHNSON GRASS SEED. Now in position to supply reasonable quantity choice, new crop seed. Suggest early purchases as crop is small and demand heavy. At close of last season could not be had at all. Pittman & Harrison Co., Sherman, Texas.

REGENERATED SWEDISH SELECT oats; pure and free from smut; 75c per bu. graded, sacked, loaded on board C. R. I. cars at Rydal or Mo. Pac. at Scandia. Low prices on car load lots. H. A. Bushby, Rydal, Republic Co., Kansas.

SEEDS FOR SALE.

FOR SALE GERMAN MILLET our specialty and we are now ready for business on the new crop. Correspondence solicited. D. H. Clark, Galt, Mo.

FOR SALE—Kentucky grown orchard grass and Kentucky fancy blue grass, fancy and unhulled red top, car lots or less. Louisville Seed Co., Louisville, Ky.

SEEDS FOR SALE. Ask for our samples and prices. We are located in the heart of the seed belt. We can fill your orders for car lots or less. Medium mammoth, alsike, clover, also timothy. If you have seed for sale send us samples. Kraus & Apfelbaum, Columbia City, Ind.

SEED CORN. Robert's improved Reids yellow dent. You have heard of this high yielding prize winner before—the highest yielding yellow corn in the world's class of 1909; write for free book explaining how it is raised giving full particulars, prices, etc. Other varieties also. E. D. Roberts, Route No. 1, Red Oak, Iowa.

SEED CORN for sale. Local or car lots, also oats, millet, cane seed and kaffir corn. Will mix car lots if desired. Let us know your wants. Varieties of corn, Reid's yellow dent, Golden Beauty, Iowa Gold Mine Improved Leaming, Boone Co. white, St. Charles white, Iowa Silver Mine, Bloody Butcher, Calico and squash corn. Hayes Produce Co., Topeka, Kansas.

SEEDS FOR SALE—WANTED

SEEDS WANTED.

WE ARE large handlers of Santa Fe cane seed and millet seed. Quote us. McGregor Mfg. & Gr. Co., McGregor, Tex.

WE ARE IN THE MARKET for clover seed tailings, screenings, low grade seed and buckhorn seed. Send good fair sample of same which shall have our prompt attention. J. M. King & Son, North Vernon, Ind.

SEEDS WANTED.

MILLET SEED WANTED. Send large samples and quote lowest delivered car lot prices. Geo. W. Hill & Co., Nashville, Tenn.

CLOVER SEED WANTED. Any quality or condition. Buckhorn lots a specialty. Send samples with price to C. C. Norton Sons, Greenfield, Ohio.

SEEDS WANTED.

TIMOTHY, ALFALFA, CLOVER AND seed corn. Supply samples and quotations. The M.G. Madson Seed Co., Manitowoc, Wis.

SEEDS WANTED. Clover, timothy, millet, Hungarian, red top and other field seeds. Write for prices. Illinois Seed Co., Chicago, Ill.

THE TOLEDO FIELD SEED CO. CLOVER AND TIMOTHY SEED

Consignments solicited. Send us your samples. "Ask for samples of Medium Clover Seed."

TOLEDO, OHIO

Red Clover, Timothy, Alsike, Mixed Alsike and Timothy.

BUY OR SELL. Send samples stating quantity

THE ADAMS SEED CO.
Decorah, Iowa

G. S. MANN

SEED BROKER

715 Postal Telegraph Bldg., Chicago, Ill.

Lawn Grass—Full line red top, blue grasses, white clover and imported grasses for lawn mixtures. RED CLOVER—Have buyers for several cars fancy grades. Mail 2-oz. samples and quote.

Garton's Black Victor Oats

American Grown. Purity—Quality—Breeding—Heavy Yielder—Superior Feeding

LaPorte City, Ia., Aug. 30, 1910.

Your Garton's Victor is great.—Fine straw and yielded 82½ bu. of 40-lb. oats.

E. O. Haymond & Son.

Garton Cooper Seed Co., 3515 S. Morgan St., Chicago, Ill.

OKLAHOMA GROWN SEED CORN

Specially Selected and Distributed by

J. E. FARRINGTON SEED HOUSE
Chickasha, Oklahoma

KRAUS & APFELBAUM

Columbia City, Ind.

Seeds

Clovers Timothy Alsike

Try us on your next order. We can supply you with car-lots or less. If you have seed for sale mail us your samples.

Want an Elevator?

Then consult the "Elevators for Sale" columns in this issue of the Grain Dealers Journal.

To Buy Kaffir Corn
& Milo Maize
Write to
B. C. Christopher & Co.
Kansas City Mo

CLOVERS CLIMAX SUPERFINE BRAND GRASSES

W. H. Small and Company

SEEDSMEN

Also RECEIVERS and SHIPPERS OF GRAIN and HAY
EVANSVILLE, INDIANA



CLOVERS GRASSES

MINNEAPOLIS SEED CO. Minneapolis, Minn.



SEEDS

Comply with all State Laws

THE ALBERT DICKINSON CO.

Clovers
Timothy
Flaxseed

Bromus inermis
Dwarf Essex Rape Seed

Main Office, CHICAGO, ILL.

SEEDS

Blue Grass
Orchard Grass
Millets, Hungarian
Redtop, Seed Corn
Peas, Beans, Buds, etc.
MINNEAPOLIS, MINN.

J. G. PEPPARD

BUYS AND
SELLS

MILLET, CANE, KAFFIR, POPCORN, SEED CORN, ALFALFA, TIMOTHY, CLOVER.
AND ALL KINDS OF

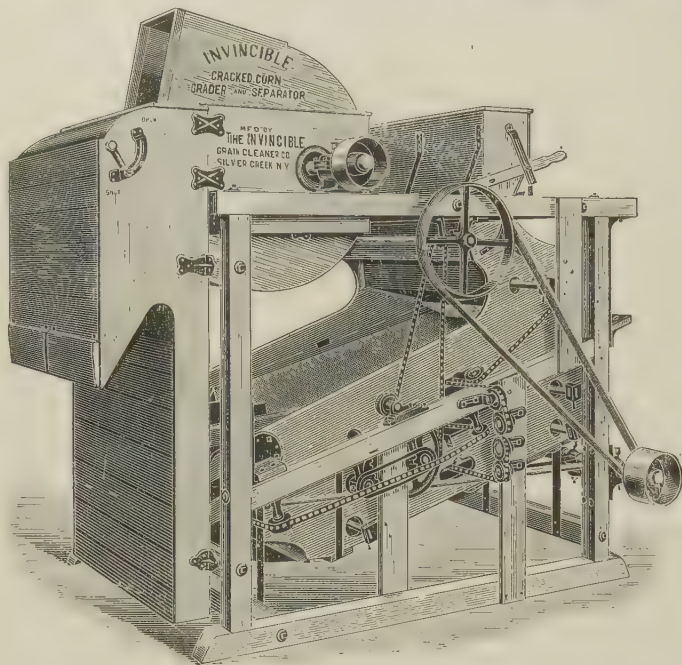
FIELD AND GRASS SEEDS

1101 to 1117 West 8th, Near Santa Fe St., KANSAS CITY, MO.



Bull and Bear Design in Mosaic Floors of the Memphis Merchants' Exchange.

Are Your Grades of Cracked Corn Satisfactory?



There is now a satisfactory way of turning out from the cracked corn as it comes from the mill, three aspirated grades of the Cracked Corn—small, medium and large, all accurate to size and all cleaned of hulls, dust, etc., and in the same operation, of getting out by itself the fine meal, and the uncracked kernels being also delivered by themselves to go back for re-cracking.

This way is best shown by the cut attached.

The screens are all automatically cleaned by the most modern process known.

There are three grades delivered, each perfectly clean. You get the meal by itself. The uncracked kernels are delivered ready to go back to the mill.

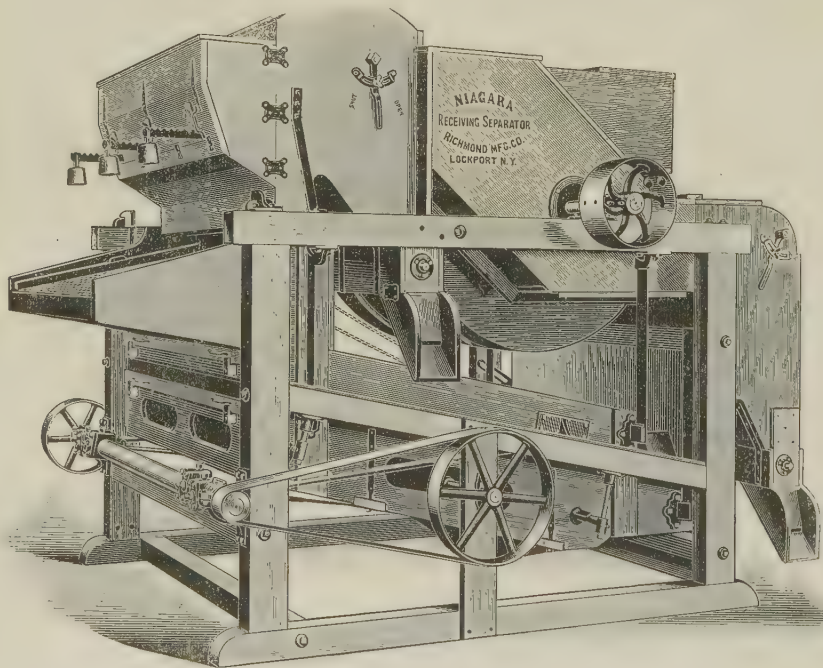
We guarantee satisfaction. Write us.

Invincible Grain Cleaner Co., Silver Creek, N. Y.

F. H. MORLEY, Jr., 512 Traders Bldg., Chicago, Ill.
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.
CHAS. H. STERLING, Jefferson House, Toledo, Ohio.

REPRESENTED
BY

F. J. MURPHY, 225 Exchange Bldg., Kansas City, Mo.
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.
STRONG-SCOTT MFG. CO., Minneapolis, Minn.



Niagara Receiving Separator

Especially adapted for cleaning all kinds of grain.

**Steel Sieves
Ring Oiling Boxes**

Built of steel, wood or wood covered with steel, in capacities from 30 to 4,000 bushels per hour.

Richmond Mfg. Company

LOCKPORT, N. Y.

Established 1863

GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month
by the
Grain Dealers Company

255 La Salle Street, Chicago, Ill.

CHARLES S. CLARK,
Manager.

Subscription Rates

To United States, Canada and Mexico one year \$1.50; two years \$2.50.
To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00.
A Red Wrapper on your Journal means your subscription has expired.

The Advertising

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade place your announcements in the leading Journal.

Letters

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered as Second-Class Matter Aug. 5, 1898, at the Post Office at Chicago, Ill., under Act of March 3, 1879.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., JANUARY 25, 1911.

ST. LOUIS will soon adopt a new and improved method for clearing option trades. The cumbersome methods in vogue in some of the other markets could be greatly improved upon.

GRAIN DEALERS shipping to Cincinnati will promote their own interests by demanding that their grain be weighed by the Chamber of Commerce official weighmen, who are now in the employ of the Chamber, free from affiliation with any warehouse men and in position to give disinterested weights. It behooves the grain shippers to support the Chamber in its determination to maintain an independent weighing bureau in that market.

CORN CRIBBERS who have water-logged corn and hold it for spring selling, must keep in mind the shrinkage which is sure to occur. Professor Christie in his address last week before the Indiana grain dealers, which is echoed on page 128, this number, gives the figures to prove that farmers who hold their corn lose heavily by shrinkage and also must stand loss due to insurance, rats, thieves, mice and loss in handling. Cribbers who do not take these facts into consideration when buying cannot expect to realize a very handsome profit on their investment.

NEW CORN from Indiana and Ohio is arriving in terminal markets in dangerous condition. The crop does not seem to have matured, as much of it still contains from 20 to 30% moisture, so that country dealers are hesitating to buy it at any price. Their heavy losses on last year's corn makes them extremely cautious about placing the remainder of their capital in jeopardy.

INDIANA'S 68-pound bushel of ear corn, which has been the cause of much discord among the grain buyers and farmers of that state, will soon be repealed, if the grain buyers promptly present the facts to the lawmakers now in session. Most of the corn sold to the Indiana elevator men is shipped out of the state and must be sold 70 pounds to the bushel, so the buyers cannot afford to pay a price for a 68-pound bushel in keeping with the price for the 70-pound bushel prevailing at outside points. It would be much better for everyone if a uniform measure prevailed. It is not possible to legislate value into corn and the 68-pound bushel law simply serves to add confusion to the trade.

GRAIN SHIPPERS everywhere will be pleased to note the letter of Mr. Schreiber, page 121 this number, telling of the change of heart on the part of the Interstate Commerce Commission in the matter of allowing reparation of expenses shipper was put to by reason of carriers misrouting freight. The same question was dealt with by Mr. Files in a paper at Indianapolis last week, which is published in our report of the Indiana meeting. Shippers have been put to the painful necessity of standing for entirely too many expenses on account of errors by railroads. It is time that the blunders were required to bear the burden of their own carelessness. Grain shippers have troubles of their own and little time left for making sure that railroads have efficient employees.

"SOME ETHICS of the Grain Business" was the title of a very interesting address delivered by Mr. Bassett of Indianapolis, at a recent meeting of the Indiana Ass'n. The author's long experience in the grain business peculiarly fit him for dealing with this subject and we feel certain that every member of the trade will echo an "Aye, Aye!" to the sentiments expressed therein. All members of the trade need more consideration for one another. Trickery and sharp practices simply force unexpected losses upon some members of the trade and encourage the sufferers to go and deal likewise with other members of the trade. The time will come when the shippers associations and the grain exchanges will force less consideration for the trickster than he is now granted. More frequent punishment by the unfair dealers would soon drive most of this class out of the grain trade.

NEXT SATURDAY another seed improvement gathering will be held at Minneapolis, and next week the National Corn Exposition will open at Columbus, O. Those who have already inspected the exhibits in place say that the National show will outrank all of its predecessors in both quantity and quality of exhibits, so that the prize winners this year will earn all they get, for more farmers are now interested in the improvement of their crops than ever before.

THE ABSOLUTE necessity of grading grain at country stations when purchased by the same rules which it must be sold by at destination, is again emphasized by the President of the Indiana Grain Dealers Ass'n in his address published elsewhere in this number. Grain dealers in neglecting to buy by grade, not only minimize their own chance for profit on the grain, but also encourage the shiftless, careless farmer at the expense of the more progressive agriculturist.

COUNTRY ELEVATOR men can not afford to permit misguided enthusiasts to lead them to commit any infraction of the anti-trust laws. The grain business affords ample opportunity for making a living without entering into a combination to pool the receipts of the station or to fix prices. That shipper who can realize more from a car load of grain than another is the extreme exception and his increased revenue is so small as to be inconsequential. However, no laws or sentiment justify or uphold cut-throat competition, nor do they require any dealer to bear prejudice or hatred against his competitors. Each country buyer is entitled to fair margin on the grain he handles, and if he cannot get it, he should willingly turn the business away. Let the philanthropists make the journey to the poorhouse alone.

WE WERE in error when we said on page 37 of the Journal for Jan. 10th that shippers were amazed at discounts being levied by firms using state inspection at Louisville, Ky. The principal trouble with that market is two grain inspection departments and two sets of rules governing the grading of grain. The trade has ample opportunity to get into trouble with one inspection department, but when the market is cursed by two departments and two sets of rules, the confusion is sure to cause trouble for everyone identified with the trade and cannot be expected to promote the interests of the market. One measure of value is enough for any market to do business on. If anyone has ever thought of or discovered any sane reason for having two sets of rules and two sets of inspectors in one market, we would like to see the evidence and to have a picture, and life history of the discoverer for our Curio Hall.

FIRE LOSSES FOR EIGHT YEARS.

Sec'y C. A. McCotter of the Grain Dealers National Mutual Fire Insurance Co. continues to compile statistics regarding grain elevator fire losses and during the past calendar year added 65 fires to the list of those occurring during the last eight years, bringing the total up to 315. Of this number 41.6% resulted in a total loss, 35.2% in a partial loss, while 23.2% resulted in no claim for insurance.

The marked improvement in the condition of country elevators and the great reduction in the fire hazards is noticeable. The property owners as well as the men in charge of their operation, are becoming posted as to fire hazards and are alert to watch and guard their property against danger. Naturally this improved condition of elevator property is bringing about a reduction of the cost of insurance as well as an improvement in the property's safety.

The experience of the 315 elevator owners who have suffered by reason of fires during the past eight years, is of great value not only to the insurance companies, but also to property owners. The more both profit by the experience of these sufferers, the fewer losses will they be bothered with in the future.

The frequent burning of elevators because of the existence of hazardous features, is causing even the careless elevator owner to give more weight to the experience of those who have suffered heretofore. The cause of fires during the eight years shows that nearly one-third of the elevator fires were traceable direct to lightning, so the frequent recommendation that grain elevators be equipped with lightning conductors is well justified by the records. The country grain elevator generally extends so much higher into the heavens than surrounding structures it is but natural that they should be struck by lightning more frequently than lower buildings.

Locomotive sparks which are credited with the next largest amount of known losses can be checked by the use of spark arresters and wire screens over each window. Displacement of shingle roofs with iron roofs, the frequent cutting of grass about the elevator and the removal of rubbish, would also effect a great reduction in the losses due to this cause.

Following are the list of causes, number of fires and amount of insurance paid on such fires during the past eight years: Locomotive sparks caused 58 fires, \$81,924.99 losses; lightning, 83 fires, \$25,675 losses; friction, 29 fires, \$57,023.62 losses; origin in power and cob house, 30 fires, \$67,783.66 losses; outside exposure, 28 fires, \$31,643.17 losses; supposed incendiary, 9 fires, \$31,790.74 losses; unknown, 35 fires, \$113,250.39 losses; spontaneous combustion, 7 fires, \$12,686.41 losses; tramps, 7 fires, \$18,235.50 losses; exhaust pipe, 4 fires, \$4,600.22 losses; leaky supply pipe, 4 fires, \$22.85 losses; overheated stove and defective stove pipe, 7 fires, \$9,242.05 losses; miscellaneous (less than 1% each), 14 fires, \$19,604.95 losses. The losses aggregated \$473,483.70.

The increased provision of water barrels and brine with buckets for extinguishing fires in their incipency, justifies special notice by the number of fires

extinguished with trifling loss; 16 such fires resulted in but 6 small claims aggregating \$73.94. During the eight years covered by these statistics, 17.46% of the fires occurring were put out by the use of such barrels, buckets and brine. The insurance on these buildings and their contents aggregate \$199,550. In view of this experience, no grain elevator man who honestly desires to avoid feeding his plant to the flames will delay installing this simple fire extinguishing apparatus at every convenient point.

A study of the kind of power used in the elevators destroyed does not necessarily lay the blame for the fires on the power. It is rather an indication of the amount of each kind of power used in grain elevators. The records of the kind of power used in each of the 315 losses in the past eight years' credits. Steam power with 41.6%; gasoline, 50.4%; horse, 1.2%; water, .6%; electric, 1.6%; no power, 4.6%.

The daylight and night time fires are about equal, 40% being reported as having occurred between 7 a. m. and 7 p. m., 41.9% being reported as having occurred between 7 p. m. and 7 a. m. No time was given in other cases.

A careful study of these figures should prove profitable to every elevator owner who is willing to heed the costly experience of his brother dealers.

LEGAL FORM OF Bs/L.

At present the shipping trade is much confused by the various forms of Bs/L now in use by the different carriers. The Stevens bill, which is pending in Congress, has a number of excellent points in its favor, but it can be greatly improved. The interests of the shipper can be promoted and the interests of the carrier and banker protected by requiring the carrier to exert greater care in the issuance of shipper's order Bs/L. All such should be signed by the name of the company and of the agent *in ink* and the date as well as the hour of issuance given. It would require no great sacrifice on the part of the carriers to surround such bills with every protection possible, for by so doing they foster business.

Any clause permitting carrier to settle for grain lost or destroyed in transit on the basis of its value the day of shipment, or the day of purchase at initial point, is unreasonable and is sure to work a great hardship to grain shippers frequently. The multiplicity of confusing conditions now gracing the backs of Bs/L should be abolished. All the shipper wants is a plain receipt containing the point of origin, destination, consignor, consignee and date.

State laws protect the shipper's interest, notwithstanding any conditions railroad companies may print on the back of Bs/L, providing the shipper does not sign a release at the time bill is issued. The grain trade has given so little attention to legislation in this matter that conditions antagonistic to the interests of the grain shipper are very likely to be enacted into law unless vigilance is exercised.

DO OATS make good malt? If not what can any malting company want with large quantities of them?

INCREASING THE VALUE OF EXCHANGE MEMBERSHIP.

Everyone in the grain trade, who has given any thought to the subject, recognizes the necessity of every grain exchange insisting upon all patrons of its members being treated fairly. An expression of such intention is generally included in the preamble of the exchanges; it should be in all.

The shippers' associations not only are striving to promote uniformity in customs and rules, but are striving to inculcate principles of fair dealing, and through their arbitration committees, to encourage the prompt settlement of business disputes. Most of the shippers' associations make the arbitration of trade differences compulsory. A few of the smaller exchanges are paying dearly for the privilege of permitting their members to deal with outsiders just about as they desire or as may suit their own personal interests. Few exchanges have been more active in recent years in weeding out the tricksters and dishonest buyers than the Memphis Merchants Exchange, which not only has expelled several members who were found to be imposing upon outside dealers, but has also refused admission to membership several dealers whose affiliations or reputations were known to be objectionable.

Releasing a firm from arbitration because its membership rests in a member of the firm rather than the firm, as was done by the Indianapolis Board of Trade recently is raising technicalities for the protection of what must seem to be a weak defense. Exchanges must recognize that they can in no way afford to uphold members in wrongdoing. To do so, is simply to encourage other members in the infraction of laws of justice and fairness which eventually will bring the market into disrepute with the outside trade to the great expense of all receivers of the market.

The most attractive market for either the shipper or the outside buyer is the one where he knows he can depend upon getting a "square deal." It does not matter how fair and just 75% of the members of an exchange try to be in their dealings with an outsider, if the other 25% of the members indulge in trickery and sharp practices, permitted or overlooked by the rules and regulations of the organization, the effect of minority's work cannot help but do much injury to those who are disposed always to deal fairly.

The Council of the North American Grain Exchanges can do no better work than to recommend that every grain exchange in the Council compel arbitration of differences between firms having representation in the membership and outside dealers. Compulsory arbitration is merely a determination to require fair dealing and to see to it that the reputation of the organization is not brought into disrepute by dealers who hope to profit by the high reputation of their fellow members.

EFFECTIVE March 1st, inspection charge on grain received at Toledo, O., will be at the rate of 5c a hundred bushels. Most of the markets have taken cognizance of the great increase in the size of cars by raising the car load inspection fee, which would seem to be a simple way out of the difficulty.

Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

COMMISSION CHANGES RULING AND ALLOWS REPARATION.

Grain Dealers Journal: During the month of December while I was with the St. Joseph Hay & Feed Co., of this city. I wrote you a letter regarding a claim under special docket No. 12047 with the Interstate Commerce Commission.

I felt confident that the Commission had made a mistake in its ruling and decided to make another effort to get this claim allowed. I am just in receipt of a letter dated January 19th, in which the Commission authorizes reparation. The letter reads as follows:

"Mr. E. F. Schreiber,
St. Joseph, Mo.,
Dear Sir:

The commission duly received your letter of the 3rd instant, addressed to former Commissioner Cockrell, concerning our special docket No. 12047, covering claim of your company for refund of \$5.95, the amount of expense incurred in delivering at Wellsville, Missouri, one car load of bran and shorts shipped from Clay Center, Nebr.

In view of the fact that the shipper in this case had knowledge of the commission's conference ruling No. 25 Bulletin No. 4, and acted upon it, the commission in conference on the 14th instant decided that reparation should be allowed on that ground. The necessary order authorizing reparation will be issued upon receipt of the original claim papers, which were returned to Mr. Crosby of the Burlington Road by our claims office on August 12, 1910.

Very respectfully yours,
(Signed) B. H. MYER,
Commissioner."

Yours truly, per E. F. Schreiber, Mgr.
Schreiber Hay & Grain Co., St. Joseph, Mo.

SHIPPERS CAN NOT HURRY RETURNS.

Grain Dealers Journal: I desire to make the following suggestions to country trade. This immediate territory has handled since the first of August, practically four immense crops of grain. The first was a heavy crop of oats and wheat which moved in August and early September. The second was an unusually large quantity of old corn, the accumulation of from two to five years or more which moved within the month of September and October and now we are moving the heaviest crop of new corn which our country has ever produced.

It is apparent, of course, that an extraordinary situation prevails, and I doubt not I am voicing the sentiment of all central buyers that the clerical and transit part of the business is handled with dispatch each day. That is bids, payment of drafts, grade notices, applications, etc., but that there should of necessity be some delay in the rendering of credits, due partially to the inability of railroad companies to deliver such an enormous quantity promptly and partly to the clerical inability to render credits on so many cars in a short space of time. It is therefore our suggestion and our hope that country shippers take proper

note of this particular situation and be reasonably patient in awaiting final returns on their shipments.

Thanking you and believing this suggestion to be of great benefit both to central and country points, I remain—
E. W. Bassett, Indianapolis, Ind.

WANTS INTEREST CHARGE INVESTIGATED.

Grain Dealers Journal: It seems to us that the interest charges at Chicago on drafts against consigned grain are unjust. After our grain arrives and is sold our interests in that grain ceases and it becomes another man's property. If there is any interest to be collected on advances it should be collected from the buyer. We think this interest if properly looked into by the dealers of Illinois could be eliminated.

The same rule should apply on grain sold on track, only that there should be no interest at all, as the grain becomes the property of the purchaser as soon as it is loaded on cars at the country station. We would like to see this matter looked into by the Grain Dealers Assn.—Very respt. yours, Harlan & Boughton, Crescent City, Ill.

A. W. Frick Pres. of Duluth Board.

The Duluth Board of Trade at its recent annual meeting chose as president for the ensuing year one who has been very closely identified with its activities for many years and a director for sixteen years, Mr. A. W. Frick, manager of the Van Dusen-Harrington Co.'s Duluth office.

In 1883 Mr. Frick went to Minneapolis and entered the employ of G. W. Van Dusen & Co., and when the firm began business at Duluth a year later removed



A. W. Frick, New President Duluth Board of Trade.

to that city to act as private track inspector of the firm. After 8 years he was promoted to the exchange floor as salesman, and then manager of the company which succeeded Van Dusen & Co.

Mr. Frick is thoroly well posted on the needs of the Duluth Board of Trade and is expected to administer its affairs in a way pleasing to all interests. His portrait is reproduced in the engraving herewith.

NATIONAL CORN EXPOSITION.

An event of great interest to the grain dealers of the country is the National Corn Exposition, which will be opened Jan. 30 at Columbus, O., and will continue in daily session until Feb. 11.

The exposition will be held in eight large buildings, well lighted and heated and which with its immense display of growing crops will resemble a great conservatory. In addition to a complete exhibit of corn, there will be wonderful displays of other grains and of grasses with representatives of 25 state agricultural colleges on hand to demonstrate the work of their departments and vying for exhibition honors. There will also be the most interesting and complete exhibit from the federal department of agriculture, which was recently exhibited at Buenos Aires.

Days of most interest to the grain trade are:

Monday, Jan. 30.—Exposition opening day. Official opening exercises in evening at 8 o'clock in Exposition auditorium. Addresses by Governor Harmon of Ohio, Mayor Marshall of Columbus, President Pretzman and Secretary Basell of the Columbus Chamber of Commerce, President E. D. Funk and Secretary and General Manager Geo. H. Stevenson of the National Corn Exposition.

Friday, Feb. 3.—National Corn Day—Speakers, P. G. Holden, Iowa; C. G. Williams, Ohio; G. I. Christie, Indiana; William Deitrick, Illinois; C. G. McCall, Ohio; W. J. Spillman, department of agriculture. National Corn banquet in evening, Exposition auditorium. Plates for 1,500 guests. Corn dishes will be served. Ohio Corn Improvement association, host. James Wilson, secretary of agriculture, address on "The Evolution of American Agriculture." Senator Burton of Ohio, Senator Clapp of Minnesota, and others will speak. Governor Harmon of Ohio will preside. Secretary Sandles, Ohio State Board of Agriculture, toastmaster.

Saturday, Feb. 4.—Conservation Day—Speakers, Gifford Pinchot, ex-forester for the government, and W. C. Brown, president of the N. Y. Central R. R. Co. James R. Garfield, chairman.

Friday, Feb. 10—"Co-operation between Producer and Consumer" will be the topic. Prominent economists and representatives from the co-operative organizations of all sections of the country will join in the discussions. Exhibits will remain intact until midnight Feb. 11.

The American Breeders Ass'n will hold its 7th annual meeting February 1, 2 and 3 as the guest of the National Corn Exposition. Among the interesting reports to be read are those of J. Dwight Funk, chairman of the committee on Breeding Corn; Prof. C. A. Zavitz, chairman of the committee on Breeding Cereals, and Eugene Funk, chairman of the committee on Pedigreed Seed and Plant Business.

Seeds

The Waldron Seed Co. of Waterloo, Ia., is using its new seed warehouses and offices.

We have handled much clover seed this season.—C. S. Miller, agt. Jay Grain Co., Elwood, Ind.

A tract of 1,600 acres at Gilman, Wis., has been purchased by the P. L. A. Ferguson Seed Co., of Minneapolis, Minn.

New York imported 3,430 bags of clover seed during the week ended Jan. 21. Baltimore imported 600 in the same week.

Clover seed was of fair quality this year. Corn is poor in quality and in yield.—O. A. Small, of Small Bros., Walton, Ind.

The Holbrook Grocery Co. of Keene, Woodsville and Nashua, N. H. has applied for a trade-mark, No. 31,869 on grass seed.

A corn house has been completed for C. P. Coy & Son of Waterloo, Ia., that will be used exclusively for receiving and cleaning seed corn.

The following will compose the seed inspection committee of the Toledo Produce Exchange for 1911: F. W. Annin, J. C. Keller, J. A. Smith, F. W. Jaeger, R. L. Burge, W. E. Stone and W. R. Hadnett.

We have almost finished our new seed warehouse, of concrete, 50x142 ft., and three stories high. We will soon purchase seed cleaning machinery and belting for the equipment of a seed cleaning department.—Griswold Seed Co., Lincoln, Neb.

It is difficult to get what we want in the way of pea screenings. The time was when material of this kind was thrown away, but it is now selling around \$38 per ton, which is another illustration of the fact that little goes to waste in these days.—Buffalo Cereal Co.

Canada raised in 1910 3,802,000 bus. of flaxseed, representing an average yield of 7.97 bus. per acre; compared with 2,213,000 bus. raised in the previous year, an average of 15.98 bus. per ac.—Archibald Blue, chief of Census and Statistics office, Dept. of Agri.

The committee on seeds and castor beans inspection of the St. Louis Merchants Exchange for 1911 will consist of Robert W. Pommer, chairman, Wm. H. Gregg, F. S. Plant, Chas. E. Prouty and D. D. Cummins. W. J. Chamberlin has been appointed inspector of this department.

London, Eng.—English red clovers are coming out steadily and find buyers for the various qualities on offer at ruling rates. French reds sell freely, particularly fine qualities. Alsikes move quietly in English, Canadian and German seed. Whites and trefoils scarce and firm.—John Picard & Co.

The Canadian Seed Growers Ass'n is endeavoring to procure a certain amount of seed oats of the Banner and Daubeny varieties and some Mandscheuri or O. A. C. No. 21 barley which has had the advantage of one or more years' selection by members of the Association. The seed so purchased is to be shipped to Quebec city and sold at public auction in quantities to seed five acres, which is the

amount of land competitors are required to enter for the field crop competition.

The new flaxseed inspection committee of the Chicago Board of Trade consists of D. S. Lasier, Schneider and C. H. Canby. The arbitration committee on grass and field seeds during 1911 will consist of F. E. Winans, T. M. Hunter, A. L. Somers, C. A. Heath, Adolph Gerstenberg, G. A. Wegener and G. S. Green.

New York continues to report imports of clover—"That is to laugh"—when it is a well-known fact that these imports are mainly crimson, alfalfa, white clover, etc., etc., while the per cent of red clover is very small and of poor quality. To more than offset this is the fact that imports of both red clover and alsike have recently been made from interior points, purchasers evidently thusly covering their transactions instead of showing their hands in open market.—Crumbaugh-Kuehn Co.

During the week ending Jan. 21, Chicago received 332,500 lbs. of timothy seed, 3,800 of clover seed, 121,800 of other grass seeds and 4,000 bus. of flaxseed; compared with 394,800 lbs. of timothy seed, 42,985 of clover seed, 776,040 of other grass seeds and 20,000 bus. of flaxseed received in the corresponding week of last year. Shipments during the week were 718,200 lbs. of timothy seed, 156,200 of clover seed, 249,700 of other grass seeds and 3,900 bus. of flaxseed, compared with 477,099 lbs. of timothy seed, 69,334 of clover seed, 811,420 of other grass seeds and 1,544 bus. of flaxseed shipped in the corresponding week of 1910.

Receipts of clover seed at Toledo for the week ending Jan. 21 amounted to 1,895 bags as compared with 1,185 bags during the corresponding week of last year. Receipts for the season to date are 42,900 bags compared with 33,664 bags received last season. Shipments of clover seed amounted to 1,749 bags as compared with 2,619 last year. Shipments of clover seed to date this season are 16,504 bags compared with 12,447 bags shipped last season. Receipts of alsike during the week amounted to 104 bags compared with 110 bags a year ago. Alsike to the amount of 7,752 bags were received to date this season compared with 7,889 bags received last season.

The shortage in clover seed for March delivery at Toledo is large, partly by hedgers who have seed, but mostly below prime. Big holders of prime are still stubborn and hopeful. They are waiting for the Eastern demand. The longer it is delayed the more brisk it will probably be. Timothy seed looks high compared with other years, but the stocks are melting away. Clover seed bulls predict an increased demand for that, because of high timothy. February will tell the tale. Three years ago prices advanced in February and March three dollars. It can hardly do that well this season, although some bulls predict it will. Prices declined last February and March and two years ago. Other recent years prices advanced sharply early in March and declined later.—C. A. King & Co.

Clover is usually regarded as a biennial, when allowed to mature seed. As far as we have observed, when clover was sown, say in 1909, a good stand secured and cut for hay in 1910, there will only be a partial stand of clover the next year, in this case 1911. There will, however, be some. All

clover seed does not grow the first year, some because it is not sufficiently covered, and considerable of it because it is what the scientists call hard-shelled, something like the locust or osage orange seed, and does not grow until the second year. In one case we had a crop of clover come up mainly the next year after sowing. In that case it had been sown on top of the ground after the frost was out. A dry season followed, and it did not start until it got enough rain to soak it up.—Wallace's Farmer.

Clover seed declined this week. Selling became more pronounced after March reached \$9.00. Many longs got tired and let go; others put out hedges which added to the weakness. News favored the bears past three weeks, and market finally felt the full effects of it. Some thought Toledo too high and out of line with competitive markets, and expected a decline to equalize things. Further break will probably result in more cash being worked from Toledo and put us on a healthier basis, and make it easier for an advance later if demand is sufficient to absorb the stocks and current receipts. As we predicted the country did loosen up, and quite a little seed is headed this way. However, much further decline may shut off the receipts. The farmer is a foxy merchant, and the best able to hold his stocks at home.—J. F. Zahm & Co.

OTTO SCHWILL & CO.'S NEW Seed Warehouse At Memphis.

The rapid growth of the wholesale seed trade is demanding larger and better facilities for handling, storing and cleaning field and grass seeds, and in every section of the country we find seed merchants who are stopping at no expense to provide the needed facilities.

The leading seed house at Memphis, Tenn., is that of Otto Schwill & Co., of which Otto Schwill is President, Charles E. Heckle, Vice-Pres., and Jacob F. Haid, Sec. and Treas. The increase in the business of this firm made larger facilities necessary and recently it has moved into the commodious building illustrated herewith. Its new plant is of reinforced concrete construction on the Turner mushroom system.

The building is 75x100 feet, four stories and basement, with an annex 85x100 feet, one story and basement. Each story as well as the basement has a high ceiling, is well lighted and ventilated. It is located on the Frisco tracks near the freight depots of the city which facilitates prompt shipment of seeds. Platforms are provided on one side of the house for the loading of cars and on the other for the loading of wagons.

On the railroad side is provided a sink for bulk seeds from which they are elevated to cupola by a leg having 6x16 inch buckets encased in steel. Immediately below the head of this elevator in cupola is a 1500 bu. Richardson Receiving Scale and below the scale, is a No. 6 Monitor Dustless Compound Seed Separator with 60 screens. Grain may be spouted direct from the head to a 14 inch Helicoid Screw Conveyor or through either the scale or the cleaner to the conveyor, as may be desired.

A short screenings leg, encased in sheet iron and having 6x8 inch buckets elevates grain and screenings from bins or from third floor to a Nordyke & Marmon Harrison Mill for making chick feed. A 20 h.p. General Electric motor

supplies power for the machinery in cupola.

On the second floor of warehouse is a No. 16 Clipper Cleaner, a J. & F. Onion Set Cleaner, a Western Corn Sheller of the smallest size and one Richardson Sacking Scale of the latest design.

Power for this machinery is supplied by 15 h.p. electric motor. A Brown Seed packer and one Edtbauer Automatic Scale are used in putting up the small packages of seed. At five convenient points about the warehouse, are placed dormant platform scales. Portable platform scales are also used at different points. A 4000 pound Otis elevator operated by a 10 h.p. electric motor, provides means for ready transfer of seeds from one floor of warehouse to another and a similar elevator will be installed in the annex.

Automatic fire doors are provided at each elevator opening. The roofs and floors throughout are of concrete and no combustible material was used in the construction of the building, which was erected by Kaucher, Hodges & Co. The building is heated by steam and lighted by electricity. Large roomy offices are provided in the front part of the second story.

Reparation Allowed.

The following refunds have been authorized by the Interstate Commission: W. H. Haskell & Co., of Toledo, \$70.38 from the T. St. L. & W. R. R. on account of overcharge on 3 carloads of corn from Dwight, Ill., to Toledo, O.; \$37.57 to the W. W. Cargill Co., of Green Bay, Wis., from the C. M. & St. P. R. R. on account of overcharge on 2 shipments of timothy seed from Minneapolis, Minn., to Green Bay, Wis.; \$100 and interest to the McCaull-Dinsmore Co., of Minneapolis, Minn., from the C. M. & St. P. R. R. because of overcharge on shipment of corn and cracked corn from Elk Point, S. D., to Anaconda, Mont.

Grain Carriers

The annual convention of the Lake Carriers Ass'n began Jan. 18 at Detroit, Mich.

Oral argument on the complaint by the Sioux City Terminal Elevator Co. against the St. Paul and other roads will be heard Feb. 11 by the Interstate Commerce Commission.

Examiner Pugh of the Interstate Commerce Commission will give a hearing at Little Rock, Feb. 9, on the complaint by the Brook-Rauch Mill & Elevator Co. against the Iron Mountain road.

For illegal cancellation of demurrage charges fines of \$40,000 each have been imposed on the Lehigh Valley and the Reading Railways and the Bethlehem Steel Co. by the U. S. District Court.

Argument on grain rates from South Dakota to Superior, Minneapolis, Duluth and Chicago will be heard Mar. 1, by the Interstate Commerce Commission. Oral hearing will be given Feb. 18.

The carriers have voluntarily suspended until Mar. 15 their tariffs raising rates in official classification territory, to give the Interstate Commerce Commission additional time to consider the great mass of evidence.

Surplus cars showed a bigger increase during the two weeks prior to Jan. 4 than during any two weeks in two years past, as reported by the American Ry. Ass'n. The surplus of cars increased from 62,118 to 110,432. The various local shortages of cars foot up 3,508, the smallest shortage since July 20.

On the completion of the Panama canal it seems to me that a considerable portion of the export grain from the prairies will seek an outlet by way of the Pacific coast. Port Mann, the Canadian Northern terminus, is nearer to every

corner of Alberta than is Port Arthur and Fort William, the great wheat shipping ports at the head of the lakes.—Sir Daniel Mann, pres. Canadian Northern.

Amendments to the Stevens bill will be urged by Phelan Beale, representing the American Bankers Ass'n and the Bremen Cotton Exchange, to extend the provisions of the bill to foreign countries and providing that the carrier by inserting the words "shipper's load and count" is released from liability for improper loading, non-receipt or misdescription.

Judson C. Clements of Georgia, senior member of the Interstate Commerce Commission, was elected chairman of the Commission at a conference of its members, Jan. 13. Mr. Clements was a member of Congress for 10 years and was first appointed to the Commission in 1892. He has been opposed to government ownership of railroads, but is a vigorous advocate of regulation of common carriers by the government.

The Canadian Board of Railway Commissioners held a hearing Jan. 23, upon the complaint of the Board of Trade of Vancouver that the Canadian Pacific Railroad is charging discriminating rates on Alberta grain carried to the Pacific coast. The railroad will be obliged to testify to the reasonableness of such rates. This is said to be the first of the fight to divert the grain of Alberta, Saskatchewan and Manitoba to the Pacific coast route to Europe.

John B. Daish and George Brown, attorneys for the Baltimore Chamber of Commerce, have filed a petition intervening in the suit by the New York Produce Exchange and the Chicago Board of Trade for a lower lake and rail combination rate on grain compared with the all rail rate at and east of Buffalo. Traffic Manager Sheridan of the Baltimore Chamber of Commerce says: Geographically, Baltimore is entitled to a larger share of grain from the middle west, especially for export, than she enjoys, and hopes to present convincing facts at the next hearing on the complaints of New York and Chicago, which will be held in New York before Commissioner Prouty, Jan. 30. The railroads in Western Indiana and Illinois have in vogue a grouping system whereby grain is drawn to Chicago on a favorable proportion of the through rate made via that city and as a result, large quantities of grain, running up in the millions of bushels, that would naturally be transported from point of origin by rail to Baltimore and beyond, goes to Chicago, is handled and moves by water to Montreal for export.

Exports of Breadstuffs.

Exports of breadstuffs in 1910 included 8,156,233 bus. of barley, 37,292,127 of corn, 1,872,469 of oats, 17,274 of rye, 22,667,106 bus. of wheat and 8,341,131 bbls. of wheat flour; compared with 4,446,355 bus. of barley, 34,703,911 of corn, 1,221,154 of oats, 366,617 of rye, 46,901,998 bus. of wheat and 9,639,263 bbls. of wheat flour exported in 1909.

The total value of breadstuffs exported in 1910 amounted to \$95,704,078, against \$129,191,920 worth exported in the previous year, as reported by O. P. Austin, chief of the Bureau of Statistics.

We could not keep house without the Journal and would hate to miss one number.—G. A. Hurley, Merna, Neb.



Reinforced Concrete Seed Warehouse of Otto Schwill & Co., Memphis.

Crop Reports

CANADA.

Fort William, Ont.—Sec'y Fowler of the Northwest Grain Dealers Ass'n, estimated, Jan. 12, that about 12,000,000 bus. of wheat was then in farmers' hands in northwestern Canada, 10,000,000 bus. in country eltrs. and more than 6,000,000 bus. in the eltrs. here. He calculated that the province of Ontario will need 6,000,000 bus., and 18,000,000 will be available for export.

Ottawa, Ont., Dec. 30.—In 1910 Canada produced 149,989,600 bus. of wheat, an average yield of 16.14 bus. per acre; 323,449,000 bus. of oats, 32.79 per acre; 45,147,600 bus. of barley, 24.62 per acre; 1,543,500 bus. of rye, 18.35 per acre; 6,533,100 bus. of peas, 16.93 bus. per acre; 7,243,900 bus. of buckwheat, 26.77 per acre; 19,483,600 bus. of mixed grains, 33.76 per acre; 1,177,800 bus. of beans, 22.21 per acre; 18,726,000 bus. of corn for husking, 57 per acre, and 15,497,000 tons of hay at a yield of 1.82 tons per acre; compared with 166,744,000 bus. of wheat with an average yield of 21.51 bus. per acre; 353,466,000 bus. of oats, 38 bus. per acre; 55,398,000 bus. of barley, 29.71 bus. per acre; 1,715,000 bus. of rye, 18.73 bus. per acre; 8,145,000 bus. of peas, 20.71 bus. per acre; 7,806,000 bus. of buckwheat, 27.64 per acre; 19,391,000 bus. of mixed grains, 33.31 per acre; 1,324,600 bus. of beans, 23.67 bus. per acre; 19,258,000 bus. of corn for husking, 54.62 bus. per acre, and 11,877,100 tons of hay representing an average yield of 1.44 tons per acre in 1909.—Archibald Blue, chief of Census and Statistics Office, Dept. of Agri.

ILLINOIS.

Glasgow, Ill., Jan. 24.—As we had a big crop we have much corn cribbed.—Alex. Howard, agt. Smith-Hippen Co.

Stillman Valley, Ill., Jan. 19.—Not much grain moving. The farmers that wanted 30c for oats and 40c for corn now want a little more. Corn and oats in good shape, much better than the previous year's crop.—F. H. Griggs.

INDIANA.

Auburn, Ind., Jan. 18.—Wheat is looking pretty good.—H. L. Brown, of Wimer, Brown & Co.

Pittsboro, Ind., Jan. 18.—Wheat looking well; corn in bad condition.—H. J. Woody, mgr. A. Fowler.

Petersburg, Ind., Jan. 19.—Farmers are holding corn for higher price. Little doing in grain.—Harry Haines.

Muncie, Ind., Jan. 10.—We had a fine oats crop, but the corn is very poor.—Marion Rohr, agt. S. C. Herman.

Peru, Ind., Jan. 13.—Corn is too soft to shell; if this weather continues it will rot in the crib.—F. W. Weeks, Canal Eltr. Co.

Rensselaer, Ind., Jan. 18.—Wheat is in good condition unless damaged by fly. More wheat sown than ever before.—J. L. Brady.

Walton, Ind., Jan. 12.—Corn contains about 23% moisture, and there is no chance of it drying out before summer.—L. McFadden.

Lincoln, Ind., Jan. 18.—The wheat crop is very good, but corn is unusually wet, containing 22 per cent of moisture.—A. P. Watkins.

Willow, Ind., Jan. 11.—Had a large yield of corn thru this territory but late corn is sappy and movement is slow.—Thomas Kinder & Co.

Rushville, Ind., Jan. 21.—Very little wheat moving, farmers holding for higher prices; 10% still in farmers' hands.—C. G. Clark & Sons.

Bennetts Switch, Ind.—Corn is not fit to ship. It contains 22 to 24% moisture and takes over 71 lbs. to yield 56 lbs. of grain.—J. M. Couchner.

Cammack, Ind., Jan. 18.—Wheat is looking well; fly got in the early sown. Corn is very wet, containing 19.2 to 26.5% moisture.—John Howell.

Wanatah, Ind., Jan. 18.—Corn has been full of moisture and has not cured as it should. Weather not favorable to winter wheat.—S. D. Bailey.

Tipton, Ind., Jan. 18.—Corn is good and wheat above the average. I sold my corn cool and sweet and it graded such at all markets.—E. W. Phares.

Tipton, Ind., Jan. 11.—We are receiving very little corn and are glad of it. We prefer to have the farmers hold it as long as possible.—G. M. Hooton, agt. Fred B. Fox.

Elwood, Ind., Jan. 11.—We are receiving some corn, but the farmers are not selling freely. The corn is very soft.—C. S. Miller, agt. Jay Grain Co.

Elwood, Ind., Jan. 11.—We are not receiving much corn at present. It is too soft and sappy to handle safely.—H. G. Harting, of Harting & Co.

Muncie, Ind., Jan. 10.—We have not been bothered much by poor corn. Farmers are not selling much at present.—Mr. Elliott, The Woodbury-Elliott Grain Co.

Buck Creek, Ind., Jan. 18.—Corn is wet, grading No. 4 from my stations. Wheat looked good before snow covered it, and no damage by fly.—Robt. Alexander.

Hobbs, Ind., Jan. 11.—Corn is yielding well, but the quality is poor. When dried out the corn will not weigh 70 lbs. per bu.—A. House, of John R. House & Son.

Tipton, Ind., Jan. 11.—This warm weather makes the corn in awful condition. It is so tough that we have broken our sheller twice this week.—D. R. Smith.

Logansport, Ind., Jan. 12.—A large acreage of wheat sown and it has a good stand. The damage by fly is not that to be serious.—Harry Uhl, of Dennis Uhl & Co.

Rochester, Ind., Jan. 13.—No corn will be shipped from this point this year. Our crop is short and will hardly be enough to supply local feeders.—Wm. H. Deniston.

Plymouth, Ind., Jan. 13.—Our corn crop is short and of poor quality. Wheat is looking fine, but the crop depends on the weather in the spring.—E. W. Ball, of Ball & Bankert.

Camden, Ind., Jan. 18.—Growing wheat looks good. Corn is damp but sound, that which has been lying on ground being rotten.—Jas. J. Reeder, pres. Farmers Grain & Supply Co.

Muncie, Ind., Jan. 21.—Growing wheat looking fair; some farmers complaining of fly in the early sown wheat, 10% or 15% still back in farmers' hands, holding for higher price.—M. Hibbits.

Muncie, Ind., Jan. 21.—We have a large crop of corn in this section, but of very poor quality, average yield about 50 bus. per acre; farmers holding for higher prices.—Woodbury-Elliott Grain Co.

Muncie, Ind., Jan. 21.—Corn is damp and not fit to shell for shipment; some farmers are offering corn but we are not buying. Very little wheat moving at present.—J. E. Andrews, mgr. High St. Mlg. Co.

Greensburg, Ind., Jan. 20.—Early sown wheat shows signs of fly, but early sown wheat is in good condition; 10% more wheat sown than last year; 30% of the wheat still in farmers' hands.—J. M. Hornung, per A. Hornung.

Shelbyville, Ind., Jan. 20.—Growing wheat in good condition, some of the early wheat has fly; 10% more wheat sown than last year; very little wheat moving at present; the bulk of the wheat is still in farmers' hands.—P. L. Polk & Co.

Shelbyville, Ind., Jan. 20.—Corn is of good quality, contains too much moisture, freezing weather seems to hold it sappy; average yield 45 bus. per acre; 75% of the corn still in farmers' hands. We are paying 39c per bu.—W. Nading, Nading Mill & Grain Co.

Greensburg, Ind., Jan. 20.—The largest corn crop we have had in years, average yield 60 bus. per acre, corn is sappy and is of inferior quality, very slow in drying out. 80% of the crop in farmers' hands. We are paying 37c a bu.—Clyde L. Meek, of R. S. Meek & Son.

Rushville, Ind., Jan. 20.—Corn is very soft and of poor quality, grading sample mostly, acreage is 10% larger than last year, average yield 65 bus. per acre, 95% of the corn is still in farmers' hands. We are paying 38c a bu.; farmers holding for 40c.—Brown & Ormes.

Jamestown, Ind., Jan. 17.—Weather very inclement at present and receipts of corn light. Good crops of both corn and oats were raised here last season. Wheat prospect not very good and small crop put out. Think a big acreage of oats will be seeded this season.—Stafford Grain Co.

Anderson, Ind., Jan. 10.—We have been receiving corn since Nov. 1st, but the greater part of the crop is yet in the farmers' hands. We have not attempted to ship any without first drying out about 15% of moisture.—B. O. Barnes, Sec'y-Treas. Union Grain & Coal Co.

Dunreith, Ind., Jan. 21.—Corn in poor condition, and not fit to shell, average yield 45 bus. per acre. We are paying 55c per 100 lbs. Wheat looking fair, early sown is damaged by fly; 25% less wheat sown than usually on account of late heavy rains; 15% still in farmers' hands.—C. J. Cope, mgr. D. J. Cope.

Wabash, Ind., Jan. 24.—Yield of corn was good, but poor quality, will not be fit to sell for some time; very little moving at present.—W. A. Elward.

Kokomo, Ind., Jan. 12.—This weather is bad for corn. Early wheat is damaged by fly, but the extent of damage can not be known until spring.—C. M. Barlow.

Kokomo, Ind., Jan. 12.—We are glad that farmers do not desire to sell corn at present prices. Corn is in bad shape and fully one-fourth is yet in field.—Mr. Thompson, of Morrison & Thompson Co.

Anderson, Ind., Jan. 24.—Prospect for growing wheat is fine, increase of 10% in acreage over last year. Not very much moving at present, 20% of the wheat back in farmers' hands.—Schalk Bros. & Co.

Wabash, Ind., Jan. 24.—Growing wheat looking fine, about the same acreage compared with last year. Farmers are not selling very freely at present prices, fully 25% of the wheat in their hands.—Wabash Mlg. Co.

Marion, Ind., Jan. 24.—Prospect for growing wheat is fine, there is a large increase in the acreage and we have had no complaints of any of it being winter-killed. Forty per cent of the old wheat still in farmers' hands, holding for \$1.—Burge-Thomas Mlg. Co., succ. to Burge Mlg. Co.

Marion, Ind., Jan. 24.—Corn crop is a very poor one on account of the late season. It went into the winter in a very soft condition. We have never had such soft corn to contend with as we have this year. Can safely say there will not be over 1,000 bus. that will grade No. 3.—James Charles & Son.

IOWA.

Fort Atkinson, Ia., Jan. 11.—Crops were light in this section. We have shipped in much corn and will need to get in much more before another crop. Very little moisture for the last six months.—J. P. Schissel.

Scarville, Ia., Jan. 18.—Crops were good, all but corn, which we have to ship in to fill our demand as we have quite a number of feeders around this station. Wheat is our staple crop for the first time in years.—A. Andersen, agt. Independent Grain & Lbr. Co.

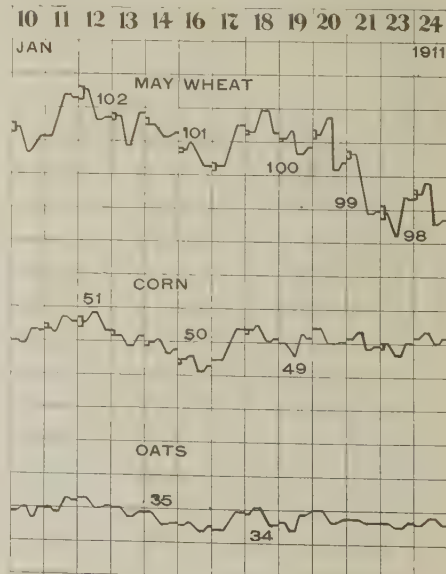
KANSAS.

Ellinwood, Kan., Jan. 11.—Corn crop very light. Wheat more and of better quality than last year.—K. R. Mohn.

Natoma, Kan., Jan. 18.—Wheat is moving freely. No corn to be handled, short crop. Farmers are feeling blue over wheat prospects. Much of that seeded in the fall died for want of moisture. About 20% in farmers' hands.—Henry Schloh, agt. Hoffman Eltr. Co.

Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for 2 weeks prior to Jan. 25, are given on the chart herewith.



Neosho Rapids, Kan., Jan. 20.—Wheat in this locality is in good condition, looks green near the ground. To date we have a warm, dry winter; but it is foggy and raining today. No freezing worth mentioning. Plenty of corn was raised here last year to supply local demand; now selling at 38c to 40c.—Geo. A. Smith.

Ford, Kan., Jan. 13.—Present prospect for next crop is not favorable. We have had no moisture worth mentioning since seeding so some fields of wheat have germinated and died while others have not even germinated. A man dug up some kernels in a field that was believed to have germinated and died, which he planted in a box and kept in a house under favorable conditions; they sprouted again. If we take for granted that the seed is all alive and will sprout and grow in the spring we are bound to have a short crop any way because it did not stool in the fall.—E. W. Olson, mgr. Ford Eltr. & Supply Co.

MISSOURI.

Hancock, Mo., Jan. 20.—Local mills are consuming all wheat raised here at present.—M. O. Mitchell.

Center, Mo., Jan. 21.—Very little grain of any kind moving. The growing wheat crop is not doing very well just now.—J. C. Gillam.

Alma, Mo., Jan. 12.—Considering the dry weather we are having, wheat looks well. Corn averaged about 40 bus. per acre. Very little corn moving, and farmers are holding for 45c.—H. H. Horstman.

MONTANA.

Wibaux, Mont., Jan. 14.—About 80% of the 1910 crop marketed. Some late flax yet to be threshed.—H. B. Hanson.

NEBRASKA.

Oakland, Neb., Jan. 19.—Wheat here the best in years. Very little corn moving as most of it will be used for feeding. Some oats moving but most farmers are holding for higher prices.—C. E. Ohlsen, mgr.

NORTH DAKOTA.

Milton, N. D., Jan. 20.—Light crops here the past season.—C. W. Plain.

Montpelier, N. D., Jan. 20.—Crops poor here this year, but business has been much better than we expected. We have bot about 40,000 bus. this season.—H. G. Gullickson, buyer, Andrews Grain Co.

OHIO.

Columbus, O.—The report of the State Board of Agri. issued Jan. 10, showed the growing wheat crop to be 92% of an average. The condition of corn in the crib

was placed at 91% and corn in the shock at 89%. It is estimated that 80% of the corn will be fed and that 25% is yet unhusked.

Piqua, O., Jan. 14.—We have a fair yield of corn, but the percentage of moisture contained in our corn makes it the worst crop to handle that we have had in years. Considerable corn still in the fields, which the heavy rain of the past few days will make absolutely unmerchantable; in fact, our corn is anything but fine quality.—M. W. Miller, Spencer & Miller.

OKLAHOMA.

Oklahoma City, Okla., Jan. 18.—The long drouth has at last been broken and rain is reported from the wheat growing sections of the state. Just what effect this will have on the wheat that was planted and has never come up remains to be seen. We are hopeful, yet just a little skeptical.—C. F. Prouty, sec'y Oklahoma Grain Dealers Ass'n.

TEXAS.

Haskell, Tex., Jan. 19.—The crops in this section are larger than they have been for years, and the recent rains, tho not heavy, have kept a season in the ground so far, and the wheat is looking very fine. The hard frosts killed some of the oats, but what is left looks fine. More feed stuff will be raised here than heretofore.—Sherill Eltr. Co.

WASHINGTON.

Walla Walla, Wash., Jan. 14.—The total grain crop for 1910 aggregated 37,208,685 bus. Wheat amounted to 25,301,645 bus. and barley 4,070,040 bus.

WYOMING.

Pine Bluff, Wyo., Jan. 18.—Our fall wheat is going thru the winter in fine shape.—J. Snow, mgr. Pine Bluff, Eltr. Co.

GREAT PROGRESS OF THE Automatic Scale Industry.

To err is human and in the pressure of modern business activities there has been a constant study to eliminate mental as well as manual labor, an endeavor which finds its ultimate expression in the wonderful automatic scale. Old-fashioned weighmen have been reluctant to admit that weighing ever could be accurate upon an automatic device and when shown some of the original weighing machines may have had justification for shrugging their shoulders. The improved automatic scales now on the market, however, work with such precision that the weighman who will closely observe their operation must renounce his skepticism and admit weighing is a purely mechanical operation and hence can be accomplished by purely mechanical means.

About the most flattering endorsement ever given any mechanical device is the immediate success of the Sonander Automatic Scale, since it was first placed on the market three years ago. Thousands of these scales are now in use, and the business of the Winters-Coleman Scale Co. has grown from a one-room rented shop to a mammoth factory at Springfield, O. Mr. B. H. Winters is President and Randolph Coleman is Vice-president of the company.

To this industry experienced help has been found particularly desirable because the successful building of automatic scales requires not only the highest grade of workmanship, but also a special knowledge and training that can only be acquired by experience. Recognizing this, the company, having thoroly tried out its products and having demonstrated that they "make good" proposes to encourage its employees to "stay on the job."

Two of its most valued employees have been in the service of this company and its predecessor for more than five years. In recognition of these "old employees" each has been presented with one share of the company's stock, par value \$100 fully paid, and a like presentation will be made in the future at the end of each

five-year period so long as they remain in the employ of this company.

Furthermore, this proposition applies to all employees, not officers, of this company. Every employee who remains in its employ for five consecutive years or more will receive from the company a certificate of its stock to the value of \$100 at the end of each five-year period.

This action has not been inspired by any philanthropic motive. It is wholly a business proposition and with the object of building up and maintaining an organization of experienced employees, who will have an interest in the general business as well as in their particular work.

Annual Meeting Council of Grain Exchanges.

For the annual meeting of the Council of North American Grain Exchanges, to be held at the LaSalle hotel, Chicago, Ill., Feb. 6, 7 and 8, the following program has thus far been prepared:

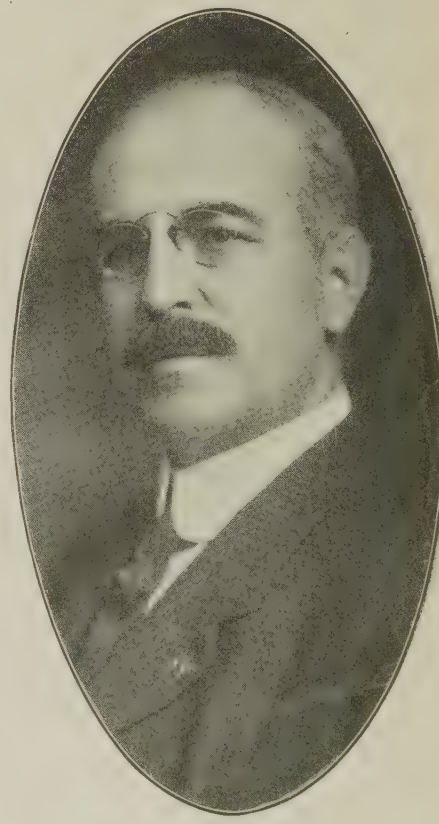
"Uniformity in Recording Movements of Grain," by Frank I. King of Toledo. "Solicitations of Orders in Futures," by S. P. Arnot of Chicago. "Trade Rules of Grain Dealers National Ass'n," by Sec'y John F. Courcier of Toledo, O. "Publicity," by Bert H. Lang of St. Louis. "Fraudulent Transactions and Suggestions for a Credit System," by John L. Messmore of St. Louis. "Objects of the Council of North American Grain Exchanges," by Chas. England of Baltimore.

Addresses by W. M. Bell of Milwaukee, C. A. Magnuson of Minneapolis, S. M. Bray of Memphis and J. C. F. Merrill of Chicago Board of Trade, on subjects not yet stated.

The third day of the meeting will be devoted to the seed improvement work. At noon, Feb. 6, an informal luncheon will be tendered the delegates by the Chicago Board of Trade at the hotel.



B. H. Winters, Pres. Winters-Coleman Scale Co.



Randolph Coleman, Sales Mgr. Winters-Coleman Scale Co.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

WHAT MILL TO GRIND EAR CORN?

Grain Dealers Journal: Will a reader of the Journal please inform us what kind of a grinder is recommended for grinding ear corn, cobs and all?—Beaverton Elevator Co., Beaverton, Mich.

IS MINNEAPOLIS TAKING THE LEAD IN WHEAT SPECULATION?

Grain Dealers Journal: Why is it that on the present January rise in the wheat futures market Minneapolis reached top prices before Chicago and also started down ahead of Chicago? Minneapolis May wheat sold from 109½ to 104, and Chicago on the same down movement, from 102½ to 98¼, on Jan. 23, Minneapolis covering 5½ cents, while Chicago covered only 4½ cents. The price quotations as published in the Minneapolis *Market Record* show changes in quotations every minute of the day, while the continuous quotations as wired out of the Chicago pit by the telegraf company show no change in the market. Does the telegraph company suppress the Chicago quotations? Is it true that during a half hour when the Chicago quotation remains at the same fraction, buying and selling will be going on actively at Minneapolis? Some Chicago brokers have been complaining of lack of orders and have talked of raising the commission rate to make up the difference on account of dull business. What is the explanation of all this?—J. R. D.

CAN SHIPPER COLLECT OVERCHARGE ON MINIMUM WEIGHT?

Grain Dealers Journal: We received an order from a Santa Fe point for a car of oats. On oats 50,000 is the minimum unless the capacity of the car is smaller. We ordered a 40,000 capacity car. The Santa Fe had none in their yards, so gave us a 50,000 capacity car and told us that if we would mark on the B/L "40,000 capacity car ordered" they would protect it. We shipped the car accordingly. When the car arrived we had to pay freight on 50,000 pounds. If any other parties have had similar experiences, and know whether or not we can force the railroad to protect the 40,000, we would certainly appreciate hearing from them.—Early Grain & Elevator Co., Amarillo, Tex.

Ans.: In succeeding number of the Journal will be published the case of Noble v. B. & O. R. R., in which the Interstate Commerce Commission on Dec. 12 awarded shipper reparation for being compelled to use a car of capacity larger than ordered. In the case of Noble the carrier notified him that if he took the large car he would be charged the higher minimum. The next day after his shipment moved from the station a car of the size ordered was set in for him. The Commission, however,

held it would have been unreasonable to expect him to wait longer, and that the notification of their purpose to charge him the higher minimum was of no effect.

CHANGES IN MEMPHIS MERCHANTS' Exchange Rules.

The Rules and Regulations governing transactions in grain and hay on the Memphis Merchants' Exchange have recently been revised, and the changes were put into effect on Jan. 15. Among the most important of the changes are the following:

Rule 1, Section 2, regarding inspection certificate which must accompany the railroad papers showing right to transfer ownership in a track delivery, has been changed by inserting "Such certificate must bear date either of the day of delivery or of the preceding day."

Rule 1, Section 3, regarding track sales, has been changed so that buyers are now allowed 24 hours, as prescribed by the Car Service Ass'n for unloading purposes, instead of one-half of the free time as allowed by the old rules.

Rule II, Section 1, has been amended by the addition of the following condition: "If re-inspection is made and the grade lowered, the inspector must give his reason therefor; and if the grain has deteriorated from natural causes since the first inspection was made, the same shall be noted on the certificate, in which latter event no recourse shall be had on the seller."

This change is an excellent one and will be welcomed by all shippers. Because of the absence of this clause, shippers have often been deprived of their rights without being given a reason for it.

Rule VIII, regarding Re-Inspection of Hay, has been amended by the addition of the following clause: "But if parties cannot agree, and buyer rejects car, it must be loaded back, as a whole, on the demand of the seller, he paying all charges on it, not to exceed 50 cents per ton."

This is another accession to the cause of the shipper in that it decreases his liability of being "held up" on a shipment. Such justice to the shipper should prove a drawing card for the market.

Rule IX, regarding fees of the Grain and Hay Inspection Committee, has been changed to read "Grain and Hay Inspection Committees of five each shall be appointed by the President at the beginning of each year, whose duties shall be to pass upon appeals taken from the Inspector's grading of grain and hay through the Secretary."

"The Secretary shall collect \$5.00 per car from the loser of the controversy and distribute them pro rata to the members of the committee serving."

Rule XV, which provides for a cessation of the contract between buyer and seller when inspection proves that the grain delivered is of lower grade than contract, has been amended by the following: "Nothing in this rule shall be construed as abrogating rights conferred in Rule 2."

These rules have also been amended by Rule XVI to protect members of the Exchange, in their rights and advantages as members, against non-members. Rule XVI is given in full: "Section 1. No member of this Exchange shall have the right to have inspected for the account of any non-member of the Exchange either grain, grain products or hay. Furthermore, if in the course of business it should be necessary for any member to

determine the grade of grain, grain products or hay offered for sale by a non-member, it shall be a violation of the rules of the Exchange for the member to give any information concerning the grading of these products to the non-members, unless the grain, grain product or hay should be bought and accepted by the member, and then verbal information only shall be given to resident non-member. It is understood, however, that nothing in this rule shall prohibit members of this Exchange who handle grain for public storage or transfer for non-resident non-members from having same officially inspected and weighed.

Sec. 2. Every package of grain and feed stuff shall be put up in uniform, even weight packages, and the weight of each package branded plainly thereon.

A violation of either section of this rule will subject the offender to suspension or expulsion, as provided in the By-Laws of the Memphis Merchants Exchange."

Grain Receipts at Memphis.

So many railroads radiate from Memphis in different directions it is bound to become one of the leading grain distributing points of the South. The receipts in recent years, according to Sec'y Nat S. Graves of the Merchants Exchange, were as follows: Corn for 1910, 6,386,000 bus.; 1909, 4,939,000 bus.; 1908, 4,314,000 bus.

Hay for 1910, 917,000 bales; 1909, 836,000 bales; 1908, 845,000 bales.

Oats for 1910, 7,327,000 bus.; 1909, 8,681,000 bus.; 1908, 7,188,000 bus.

Wheat for 1910, 118,000 bus.; 1909, 152,000 bus.; 1908, 97,000 bus.

The receipts of flour, meal and rice are increasing each year.

Have Installed Moisture Testers.

Recent purchasers of Hess U. S. Moisture Testers are the following: Pontiac Farmers Grain Co., Pontiac; Farmers Elevator Co., Ocoya; Herron Patterson Co., Milford; Downs Grain Co., Downs; La Rose Grain Co., La Rose; Somonauk Farmers Elevator Co., Somonauk; Locker Bros., Flanagan; Leland Farmers Co., Leland; Bieber Grain & Lumber Co., Sublette; Rees & Powers, Bradford; J. A. Simpson, Minonk; Farmers Elevator Co., Kempton; Peter McDermott, Crescent City; Weedman Grain & Coal Co., Weedman; Harlan & Boughton, Crescent City; Zorn Grain Co., Ogden; Minonk Farmers Elev. & Supply Co., Minonk; Boston & McClelland, Dwight; Hargreaves & Drew, Gardner; B. M. Stoddard, Normandy; T. E. Kelly, Mazon; Harry E. Surface, Granville; Cerro Gordo Grain & Coal Co., Cerro Gordo; Union Elevator Co., New Richmond; Hinckley Grain Co., Hinckley; Davis Grain Co., Tremont, Illinois; W. H. Small & Co., Evansville; The Cleveland Grain Co., Elevator "B," Beech Gr.; Paul Kuhn & Co., Terre Haute, Ind.; Farmers Grain Co., Oakville; J. M. Johnston, Kelly, Iowa; S. J. Greenbaum Co., Midway; Jno. Hanning Distilling Co., Wensboro, Ky.; Cavers Elevator Co., Omaha; Middle West Elevator Co., Omaha; Nebraska-Iowa Grain Co., Omaha; Crowell Lumber & Grain Co., Omaha; Merriam & Millard, Omaha, Nebr.; Purdy Bros., Jamestown; Buffalo Cereal Co., Buffalo, N. Y.

Buckwheat amounting to 63,997 bus. was exported during the first ten months of 1910 compared with 194,614 bus. exported during the corresponding months of the previous year.

Mid-Winter Meeting of INDIANA GRAIN DEALERS

The 9th mid-winter meeting of the Indiana Grain Dealers Ass'n was called to order at 11 a. m., Jan. 17, by Pres. W. B. Foresman, with more than 100 dealers present, in the Assembly Room of the Board of Trade, Indianapolis, Ind.

Pres. Foresman introduced Aquilla B. Jones, pres. of the Indianapolis Board of Trade, who welcomed the dealers, and said: It is for advancement that this organization stands, and so I stand for the same thing and am glad I have the honor of being a member of your organization. Being a member of your Board of Trade of Indianapolis, and in the name of the Board of Trade I want to extend to you a welcome and wish that in all your conference there will be honesty, fair dealings. The results will be gratifying and there will be peace among your members. (Applause.)

A. E. Reynolds delivered an address on Association Work, from which we take the following:

Association Work.

Mr. Jones very kindly extended us a welcome to the city of Indianapolis. We thank him very much for his kind words, but in one sense the Grain Dealers of Indiana do not need a welcome to the City of Indianapolis. This is our city. We feel that this Ass'n and the industry which it represents has just as much to do, or probably more, for the building up of this city than any other influence. Therefore, I say it is our city to which we need no welcome, but we are thankful to Mr. Jones for his kind words.

I am always ready to say something regarding ass'n work. It may not be said in a very plain and concise manner, and it may not be said the very best way, but whatever I say I want to say for the good of this ass'n. I have no apology for this ass'n, nor for any ass'n of grain dealers, or for the National Ass'n, or for the principles they represent. For the work they have done, for the intention that is behind their actions, there is absolutely no apology to be made. Neither am I ashamed of the record you have made, nor of the reforms you have made. Every meeting is given out and the public is invited to attend. There have been no secret meetings. What this ass'n has accomplished has been open and above board.

We have had newspapers say we are a trust. Nothing is to be gained by any cowering or shrinking method. I have never heard anything at our meetings that could not be published in any farm paper.

About four years ago, I had the honor of serving on a committee whose duty it was to take up the question of increased transportation facilities in railroads running through Indiana. We asked for a conference with the railroad people, which was represented by the Pa. lines, the Big Four, the B. and O., and nearly all the large railroad companies.

At that time you did not know whether you would be able to get a car nor whether you would get one within two or three weeks. You were not sure that you would get a locomotive to pull the car after you got the car. You did not know whether you would get it delivered at this station or at that station and at what time it would be delivered.

When we met at this conference, the railroad men said, "In heaven's name, what do you want?" We simply went after them in a business-like manner. We asked them, "What have you done?" We showed them where the grain production of the country had increased 100%, yet the railroad facilities had not increased 20%. They seemed to want to be fair, and asked "what are we going to do?" We said to them, "you will have to give us better facilities for the handling of grain."

At that little meeting in the old Board of Trade building, we started the movement that brought the improved elevator facilities at Baltimore. We brought to their minds the fact that it took twenty days to get to the Atlantic seaboard, and now, as you know, it only takes five days. This means everything to the grain ship-

per of the West. We also brought to their minds many other things that they were ready to correct; things that had not occurred to them. You and I knew the difficulties we had experienced in the transportation of grain; these railroad officers had been sitting in their offices and figuring profits. They knew nothing about our experiences.

While at Washington Mr. Roosevelt asked us to state in a plain way what could be done to better things in the West, what could be done to increase the facilities of the railroads to serve the public better. After a long talk Mr. Roosevelt expressed himself this way: "I would rather have the knowledge imparted to me by you here than all the bombast that is hurled out of that building at the other end of Pennsylvania avenue in three years. We can learn from the people who are in trouble."

We produce in this country about seven billion bushels of grain. More than three-fifths of it is shipped. What would one county do with 10,000 bus. of corn if they only needed 6,000 bus.? By reason of this fact it is necessary to get the corn to the man who does need it. In the Northwest they raise millions of bushels of wheat. It has to be transported where wheat is not raised. Do you think the man that raises 300 bus. of wheat will know where and how to put it into the mouths of those that need it. Think you the railroad man who sits in his office all day can know the needs of the wholesale grain dealer of the Middle West?

Somebody in an organized way has to do these things. It takes combined power to bring about reforms and without this organization you would still be groping in the darkness. Dealers who do not help this association, help to reap the benefits of the organization. I can stand with my head erect and know that I have had a small part in bringing about reforms that need no apology. If you are what you ought to be, if you are running an honest business, and I do not know of a grain man that is not, if you are handling grain by a method that is fair and reasonable, you do not owe anybody an apology and if your business needs apology you should reform it.

No grain man can persistently give short weights and stay in the business. Twenty-five years ago that was charged to every grain man. Whether it was true or not I am not able to say. Twenty-five years ago we had to watch every grain center in this country to get square weights in the terminals. Thru the efforts of our ass'ns you are today as the result getting a square deal in weights. All due in the end to ass'n work.

This ass'n has nothing to do with transgression of the law. There is a condemnation due the ignorance of those who got themselves into trouble. Whenever you see dishonesty showing its head fight it. Therefore, as victors, you owe no apology. (Applause.)

Pres. Foresman called Bert A. Boyd to take the chair during his president's address, which follows:

PRESIDENT'S ADDRESS.

Having closed another year of work in the interest of the Indiana Grain Dealers Ass'n, we have this morning gathered in commemoration of our Mid-Winter Meeting.

This Ass'n should indeed be a power for good in the grain trade in our state. Its influence should be felt in every market where its members do business and it should wield a powerful influence for the adoption of better business methods by the grain dealers of Indiana.

Far too many Indiana dealers take little or no interest in their state organization, and few appreciate the wide scope of its usefulness, or the work it is doing in the interests of the entire grain trade of the state. What a powerful organization this would be for good in the grain trade if all the dealers in Indiana could be made to realize the possibilities of what could be done through their co-operation. But many of them do not realize its strength or what it can do if they give it a chance.

An old adage of trade was "Competition is the life of trade." Modern methods of trade are so vastly different that this old adage should be re-written to read "Co-operation-not Competition is the life of trade." There are many legitimate ways

in which our State organization is proving itself invaluable to its members. It is not necessary to consider controlling prices, or attempting any illegal processes in our organization, but through the exchange of ideas, becoming more familiar with our trade troubles and their solution, widening our acquaintance one with another, and cementing our friendships. As we become better acquainted, we learn to adopt the best ideas for the conducting of our business. We realize that our competitors are not the mean fellows we considered them, in fact we find that we had prejudiced ourselves against them and were apt to be too easily offended at their acts. We learn to see more of their good points, and find that if we but give them a chance or meet them half way they are inclined to be fair with us.

We learn from this exchange of ideas from associating together that it costs more to do business now than it did in days gone by, and we find that it is more profitable to let our competitors have their fair share of business. We make a better return to handle half as much at a reasonable margin than all at no margin at all. In fact in promoting good fellowship among dealers I believe that our local state, and national ass'ns are doing their greatest work.

The Indiana Grain Dealers Ass'n is doing a great work for its members and for all who come in contact with the grain trade of Indiana by co-operating with the State Board of Agriculture. Indiana farms yield but little more than half per acre what they should yield and as a result of the efforts made in this direction two to five bushels per acre of a better quality of grain can be added to the average yield of Indiana farms. What is there which would materially affect more the business of the Indiana grain dealer than this? There is certainly no one outside of the Indiana farmer himself who would reap more benefit from such an increase than the Indiana grain dealer.

Far too many dealers will receive good-bad-and-indifferent qualities of grain paying the same price for all, or if he does recognize the careful farmer who studies and endeavors to produce the best obtainable from his soil, he does so by paying him slightly more than the market price, accompanied by the admonition that he is to keep it to himself, say nothing about it to any one. This is all wrong, and the methods in vogue in this respect are calculated to discourage better farming.

If the lazy farmer who grows inferior grain or who delivers his grain to the elevator in a dirty condition is educated by the grain dealers to believe that he is receiving as much for his poor quality as is the other farmer who is careful and painstaking, he sees no incentive in trying to improve. The dealers who do not grade their grain are encouraging poor farming and discouraging the farmer who is trying to improve his quality and yield.

This is largely so because the dealer is afraid of his competitor and believes that if he grades his grain as he knows he should and pays less for inferior qualities his competitor will take it at full market price. When country dealers grade grain they receive from the farmers by the same rules they know the grain will be graded when shipped to market, they will be more likely to realize a reasonable margin of profit from their business, and will certainly receive fewer disappointing account of sales.

Arbitration in the settlement of differences and disputes has come to be recognized as an important factor in modern business affairs. Use your Association and by using it make it strong.

Sec'y M. T. Dillen read the following report, which was referred to the auditing committee:

Secretary's Report.

Your Secretary begs leave to submit the following report of the business and proceedings of the Ass'n for the year ending Dec. 31, 1910.

The Ass'n completing its ninth year is to be congratulated on the increase of membership, 49 new members having been received since our last report, a gain of 11 for the year. After all changes have been made, which have been many, the membership is as follows: Shippers, 267; receivers, 51; associate members, 6; making a total of 324.

One member dying: Arthur Stall, junior member of the firm of R. S. Stall & Co. of Thorntown.

Since our last annual meeting five arbitration cases have been filed, of which two were agreeably settled before getting to the committee. One was withdrawn and two appealed to the National Committee and still pending.

I wish to thank the members for their prompt financial and moral support for the past year. I have never called on any member for his assistance but what he was ready to work for the good of the Ass'n.

While every grain dealer in the state receives the benefit of the work of the Ass'n, less than half bear the expense. The officers hope to have the assistance of every grain dealer in the state during the coming year to carry on the work and strengthen the Ass'n.

We wish to thank the members for their liberal contributions for the Wheat Special Pamphlets, which were of great benefit to all.

Following is the financial report of the Ass'n:

RECEIPTS: Cash on hand, Jan. 1, 1910, \$121.09; dues collected, \$3,220.00; add. stations, \$547.50; directories sold, \$35.00; advertising, \$413.50; telephone refund, \$2.20; arbitration, \$105.00; wheat special pamphlets, \$209.75; donation for smoker, \$55.00; total, \$4,709.04.

DISBURSEMENTS: M. T. Dillen, Sec'y, salary, \$1,800.00; E. F. Bronson, sten. 1-1-10 to 8-20-10, \$414.00; N. D. Ross, sten. 8-27-10 to 1-1-11, \$190.00; board of managers, traveling expense, \$21.80; Grain Dealers National dues, \$200.00; traveling expense of Sec'y, \$440.40; printing and postage, \$545.50; office expense and rent, \$571.05; Prof. Christie wheat pamphlets, \$125.85; arbitration refund, \$76.34; total, \$4,384.94. Cash on hand January 1, 1911, \$324.10.

Bert A. Boyd read the Treasurer's report, which was referred to the auditing committee:

Receipts and Disbursements for the year ending Dec. 31, 1910:

Cash on hand Jan. 1st, 1910, \$107.34; receipts during 1910, \$4,601.70; total, \$4,709.04.

DISBURSEMENTS: Warrants Nos. 934 to 1089, inclusive, paid during the year, \$4,384.94 balance on hand Dec. 31, 1910, \$324.10.

Jan. 1st, to balance cash on hand, \$324.10; Jan. 16, to deposits to date, \$359.25; total, \$683.35.

Disbursements since Jan. 1st, 1911, \$33.70; leaving actual balance cash in hands of treasurer at close of business Jan. 16, 1911, \$649.65.

Note: Bank balance Jan. 13, 1911, \$673.35; less voucher 1091, issued Jan. 11, but not yet presented for payment, \$23.70; leaving actual balance of \$649.65.

Respectfully submitted,

BERT A. BOYD, Treasurer.

Pres. Foresman: The resolutions committee will be composed of Owen J. Thompson, Kokomo; Bert A. Boyd, Indianapolis, and Chas. Ashpaugh, Frankfort.

The legislative committee will be composed of A. E. Reynolds, Crawfordsville; P. E. Goodrich, Winchester; Chas. Bash, Ft. Wayne, and Tom Morrisson, Kokomo.

Professor G. I. Christie of Purdue University made an address on "Shrinkage in Corn," illustrated with charts, from which we take the following:

Shrinkage in Corn.

The grain dealers could have taken no more in a more appreciative way than by giving this trophy which we have before us. It is the first year we have ever interested farmers in the growing of small grain. I assure you this interest on the part of the grain dealers is appreciated by us and by the farmers.

Wheat Improvement Train.—I want to thank the grain dealers for the help they gave us on the wheat improvement train movement. A large number of the grain dealers made contributions. The Penn. R. R. ran a train fifteen days free over lines in this state, enabling us to meet 20,000 farmers. As a result, with your co-operation, we were able to distribute 100,000 of the No. 23 circulars. It is generally expressed that that circular was the best piece of literature along this line that was ever published in the United States.

We believe we have done a great thing for the wheat growers. Some of the other railroads have become interested and are going to take up and follow the Pa. R. R.'s example in this movement of improvement trains.

A Serious Condition in corn confronts us this year. We have had 173 samples and hardly one would grow. Not in years have farmers known seed so bad for planting. We know the corn in Illinois and Indiana is no better than our own. Every

ear of corn should be tested individually. Grain dealers should endeavor to have every ear of corn tested before it is planted this year. If you plant a dead ear of corn you lose \$2.50. If we work all day and only discover 6 or 8 bad ears of corn, you can figure for yourself what that will mean to the farmer. By testing our corn it means a larger yield of corn, it means prosperity to the country.

The following tables show what the shrinkage of corn was at the various stations during the year.

Shrinkage of Ear Corn at Iowa Station.

Crib	Per Cent of Shrinkage.			
	Dec.	Mch.	June	Sept.
1	8.7	10.5	16.2	19.4
2	8.3	14.1	20.9	

Corn put into the crib in November.

Shrinkage of Ear Corn at Illinois Station.

Data For First Year.

Crib	Per Cent of Shrinkage.			
	Dec.	Mch.	June	Sept.
Sibley				
First Trial	2.1	2.2	17.7	19.0
Sec'd Trial	2.1	2.2	8.0	12.3

Urbanau

First Trial 3.2 6.9 17.9 19.8

Sec'd Trial 5.5 8.5 14.2 15.2

Data For Second Year, inc. First Year.

Sibley

First Trial 19.6 7.6 19.1 20.5

Urbanau

Sec'd Trial 19.7 8.4 20.3 20.7

Shrinkage of Ear Corn at Kansas Station.

Months — Loss in Weight —

Date of after White Yellow Mixed

Weighing Cribbing Corn Corn Corn Av.

Feb. 4 2.82 3.86 3.09 3.28

April 6 5.27 6.70 3.50 5.15

June 8 7.26 8.45 4.69 6.80

Aug. 10 6.72 10.10 5.50 7.44

Oct. 12 8.48 11.21 6.18 8.62

How Much Money Does the Farmer Make by holding from December to May? Taking the price of corn each year for 10 years back we find the average December price to be 48.5 cents and the May price 53.4 cents, a gain of 4.9 cents per bu. But as shown in the tables the average shrinkage is 16 per cent from December to May, so that to get the equivalent of 40 cents per 70 lbs. in December the farmer should receive 46.3 cents in May, an advance of 6.3 cents; and the farmer who holds loses the difference between 6.3 and 4.9 cents, not considering risk, insurance, loss in handling and by rats and mice. In May the farmer usually is busy and in December he has little to do, and could make money by delivering his corn in December.

AFTERNOON SESSION.

Clarence A. Kenyon of Indianapolis began the afternoon session by reading a paper on "Good Roads," from which we take the following:

Good Roads Legislation.

Every one I talked with in the State of Indiana during the last 20 years, declared or admitted that he was in favor of good roads. And I assume that there is not a man within the sound of my voice that is not sincerely in favor of good roads. Then why is it that we don't get good roads legislation? As near as I have been able to make it out, is, that a large percent of the people that are in favor of good roads, are so with a mental reservation, of one sort or another, the usual one is, they are in favor, provided the roads don't cost anything, or provided "we can still work out our road tax," or provided, no new office is created, or provided, the entire cost is put on the automobiles, and the money turned over to county or township officers to spend; or provided the convicts are not to be used to make road material, etc.

New Road Laws Needed.—The net result of all of this is that if we want any different roads, and road maintenance, we must have new road laws. A committee of 25 appointed by the Indiana Good Roads Ass'n has prepared two bills on the subject, and they have been introduced into the legislature of Indiana, now in session. Whether they will become laws or not, depends upon the action of the intelligent patriotic people of Indiana. If these laws are passed there will be no more paying of taxes, by giving 25 cents' worth of work for one dollar of tax. If you want these laws passed you must do something; you must say to the governor and members of the legislature in no uncertain way, that you are in favor of these laws and we want them passed, and we want a levy to support them. It is necessary to have such action in reply to the action in Allen County. If one man says he is opposed, we want ten to say they are in favor. Don't be afraid to speak out—the members of the legislature are your servants and mine, we sent them there. I do not say that any mem-

ber is opposed to the bills, nor that the bills are perfect, of course not, but for twenty years excuses have been given for not supporting good roads bills, and there is a limit to patience.

Bill No. 1 provides for a State Highway Commissioner or Engineer with pay, and an Advisory Board without pay, who shall have general control of the building and repair of the main highways of the State. The bill also provides that the state shall aid the counties in the construction and repair of the main roads by the payment of one-half the cost thereof. To meet this expense, a levy of one-fortieth of a cent is provided for in the bill. This levy is small to be sure, almost insignificant to the individual tax payer, and of course will not build many miles of roads, but will show the people of the state what can be done with economy under scientific direction.

As it is now nearly two thirds of the taxable property of the State is not taxed for road construction, and it is grossly unjust to the farming communities to ask them to pay the entire cost of road building and repair, when the roads are used by and give benefit to the people of the whole State. The latter part of the bill provides for a graduated vehicle and automobile tax, the proceeds of which are to be used exclusively for the maintenance of State Roads. These vehicles wear out the roads, and hence should assist in their upkeep.

Bill No. 2 is an amendment to the existing law. It provides that road taxes shall be paid in cash, except the poll tax, as it is called, which may still be worked out, the present law is left as it is. The office of supervisor has been changed from an elective to an appointive office and the number largely reduced. One supervisor for each township (with a possible assistant, if necessary) who must take an oath and give bond for the faithful performances of his duties. The township trustee is authorized to let contracts in small sections for the repair of the roads in his township, preference being given to the farmer or tenant in front of whose land the road runs. A contract bond and specifications must be signed by the person to whom the contract is let, to faithfully comply therewith. The supervisor may be used by the trustee as an inspector.

The Highway Commission and state aid plan has been adopted by practically all of the States east of us, and by many of them west of us, and has been in successful operation in those states for many years. Our committee did not have to devise new ways, or new experiments; they had but to select the best points from the laws of other states that experience has proved to be sound. We believe that they have done a good work. It meets with the entire approval of our organization, and we think, of all of the organizations affiliated with us. In addition to this, we have the written endorsement of the principles embodied in these bills from nearly twenty thousand citizens of Indiana drawn from all classes. We commend the bill to your consideration and support.

Now under this law we cannot expect to have the latest improved highways all at once, the $\frac{1}{4}$ of a mill will not build roads very fast, but it will in a few years make a showing, and then if the people want to go faster they can do so.

The 235,000 miles of railroads in the United States, cost in building and rebuilding and reequipping, \$15,500,000,000—at first the freight rate was $7\frac{1}{2}$ cents per ton per mile, by taking out the curves, reducing the grades, increasing the weight of tracks, bridges, engines and equipments they were enabled to reduce the freight charge to $\frac{3}{4}$ of a cent per ton per mile and there is a great kick on that as affecting the cost of living.

There is only one other place where scientific methods can reduce the cost of food product transportation, and that is from the farm to the market. At the present time it costs from 25 to 35 cents per ton per mile to transport the products of the farm, to the consumer. It costs from 5 to 8 cents per ton per mile to freight products by wagon over the level paved streets of cities, a difference of from 20 to 25 cents per ton per mile, that it is possibly to save because Europe saves it, and if we have the roads, so can we. Think of it—the railroads reconstructed their roads and equipment at a cost of over 7 billion dollars to save less than 7 cents per ton mile, and for a fraction of this sum, we could lay a city pavement, on every mile of road in the State saving from 20 to 25 cents a ton per mile, or more than 3 times what the railroads saved.

It is estimated that the average haul of all the farm products is five miles at 20 cents a ton per mile, the saving would be \$1.00 per ton. Our cereals last year, with

potatoes, hay and tobacco added was 12,328,000 tons, according to Uncle Sam, valued at \$175,838,200 at a saving of \$1.00 per ton, the present invisible tax on our food products we would save over 12 million of dollars. And what does this bill ask to help building and repair these roads by scientific methods. I will tell you; $\frac{1}{4}$ of a mill, $\frac{1}{40}$ of a cent, \$25.00 on an assessed valuation of \$100,000, and yet, do you know, there are some who are going to oppose these bills, because "the tax rate should not be raised" is their cry. We are in favor of good roads but—economy—lose 12 million a year, to save $\frac{1}{40}$ of a cent tax.

Oh yes! We will make appropriations for the criminals, insane people, feeble-minded, blind halt, noble charities to be sure, but do they produce anything, do they push the State forward? Is it not as necessary to furnish opportunities for the sane, healthy people, to work out their best, else how can they continue to support our charitable institutions.

E. H. Wolcott of Marion read a paper on the "Landlord's Lien Law," from which we take the following:

LANDLORDS' LIEN LAW.

The basis of all law is equity, although different construction by learned and skilled counsel has often perverted this intent or so obscured the meaning by distortion as to make the purpose of the law ineffective.

Ineffective laws now on the statute book should be so amended as to make them fully and thoroughly effective. It is for you, the parties interested to point out such defects, or demonstrate to our law makers the lack of effectiveness of such laws as especially bear upon your business relations.

The state of Indiana should not make laws alone to fit a crime after it is committed, but should safeguard all business relations so as to PREVENT CRIME or wrong doing.

Grain Dealer the Scapegoat.—We have thoro and effective laws bearing upon contracts. Deeds and mortgages are made matters of record so as to give due notice and full information to any who may be interested. Preferred liens are permitted and allowed by law to safeguard other business relations, but it seems to be left to the grain dealer, to be compelled to en-

gage in a business with the menace of loss constantly before him.

Who can question each and every man, who delivers grain, so as to determine its ownership? Such a thing would be highly offensive and impracticable. But there should be some way that such information could be secured. When a lease embodies conditions, as may effect an entirely innocent party, then in so much it should be a matter of record. Such provision in any lease that gives the landlord the title to certain property, until certain conditions are performed, should be a matter of public information, in order to protect an innocent purchaser.

Indiana is better than most states as far as punishment is provided, but this is not alone sufficient.

Safeguards to prevent wrong doing are essential. We have laws against burglary, but that does not mean that we shall leave our houses open, or defenseless, relying upon the majesty of the law to punish.

A farm lease as it is drawn at present, may and does contain provisions seriously affecting others, under certain conditions, who are in no manner party to such lease or have any knowledge of its existence. This is manifestly unfair and wrong. Certain states recognize this and require all leases for more than one year to be executed and acknowledged and recorded, not to make them valid as between the parties to such lease, but otherwise THEY ARE INVALID AGAINST A THIRD PARTY, WITHOUT NOTICE.

Leases Recorded in Other States.—The following states have such a law: Arizona, Arkansas, California, Colorado, Connecticut, Delaware, Idaho, Iowa, Kansas, Kentucky, Mississippi, Missouri, Montana, Nebraska, North Dakota, Oregon, Rhode Island, South Carolina, South Dakota, Texas and Wisconsin, in all, twenty-one states have seen the justice and necessity of such protection for the public.

In Indiana, leases for more than three years have to be recorded. Four states have a law covering this period, three states only require that leases longer than five years be recorded. Maine, Maryland, Massachusetts and New Hampshire require only that leases for more than seven years be recorded.

But all these states recognize that UNDER CERTAIN TIME LIMITS a lease should be recorded, otherwise it is INEFFECTIVE AGAINST A THIRD PARTY. This is all right as far as it goes, but the wrong is the time limit.

If a lease longer than seven years, or five years or three years, or even one year should be recorded, of course it is done for a purpose or for protection. A means whereby any one having business relations affected by such a lease, may inform themselves of the provisions and terms. Now many things can occur within a year, and if it is well to record all leases for a term of more than one year, it is just and proper, even more important to record all leases for one year or more, because a lease for over one year, makes it possible to correct errors or mistakes, by a later adjustment, but the limit of time of the shorter lease makes this doubtful at least. I do not believe it necessary to enlarge upon this point, as I believe many instances will present themselves to you, wherein it would have been possible to make adjustments or settlements later on, only to find tenants' lease had expired, and they had left for distant parts.

Iowa requires that all leases for more than one year be recorded, to be effective against a third party and provides further "If any tenant of farm lands, shall with intent to defraud, sell, conceal, or in any manner dispose of any grain, or other annual products thereof upon which there is a landlord's lien for unpaid rent, without written consent of the landlord he shall be guilty of larceny and punished accordingly." This is brief and effective.

Illinois gives the landlord a lien upon the crops grown or growing, six months after the expiration of the lease, to secure payment of the rental.

In Indiana, owing to the agitation of this ass'n and those interested, we have a very effective law as far as punishment is concerned, or rather there are several laws bearing upon the conversion of the landlord's property for the use of the tenant. Senate Bill No. 260 was special, and entitled "A Bill for an act declaring the sale of grain and other farm products, upon which there is a chattel mortgage or landlord's lien, without giving notice in writing of such lien to the purchaser or without refunding advancements made on such grain and farm products, where sale thereof is made to any person, firm or corporation other than the one making such advancement, to be a felony, providing punishment

INDIANA GRAIN DEALERS TROPHY.

The Grain Dealers Trophy was donated by the Indiana Grain Dealers Ass'n to the Indiana Corn Growers Ass'n to be awarded annually at their state corn and small grain show for the best peck of oats. This corn and small grain show is held under the auspices of the Indiana Corn Growers Ass'n at Purdue University, Lafayette, Ind., the second week in January of each year, in connection with the Purdue Farmers Short Course. This year there were over three hundred and fifty entries in corn, wheat and oats, and the show room was visited by more than five thousand people from all parts of the

state who were in attendance at the Short Course and Corn Growers and Dairy Ass'n meetings. The Trophy was awarded to William Tritch of Corunna, winner of the grand sweepstakes in oats. The donation of this trophy, which is one on the most beautiful awarded at the state show, will do much to bring together the farmer and the grain dealer of the State of Indiana. Other organizations could well afford to follow the example set by the Indiana Grain Dealers Ass'n in promoting the work of the State Experiment Station, and its energetic superintendent, Professor G. I. Christie.



Trophy presented by the Indiana Grain Dealers Ass'n for Annual Competition of Indiana Corn Growers Ass'n.

for such unlawful sale and declaring an emergency."

Senate Bill No. 10 amends a section of "An Act Concerning Public Offenses," approved March 10, 1905, to read as follows: "Whoever being a tenant, with intent to defraud his landlord, unlawfully disposes of, or applies or converts to his own use without the authority or consent of such landlord, the crop or any part thereof, growing or raised on the leased premises that belongs to the landlord under his contract of leasing with such tenant or on which the landlord holds a lien, under the laws of the State of Indiana, is guilty of embezzlement, and upon conviction shall be imprisoned in the state's prison not more than three years, nor less than one year."

These laws cover the ground fully, after the fraud or felony has been committed, but can't we prevent these frauds? Can't we safeguard the interests involved so as to render it difficult to commit the act?

Record All Leases for One Year.—If it is right and necessary to record leases for over one year or more, the same arguments could be advanced with additional ones as I cited before, as reasons for recording all leases FOR ONE YEAR.

By adopting a plan of filing a third copy of the lease, with the recorder, to be held not longer than one year after it expires, and simply carrying for record in a notation book the time of lease and its expiration, parties interested, and rental amount, grain in shares, cost in actual sums, etc., a means of information would be provided, and sufficient record made, at a very slight cost.

The moral effect, more potent than often considered. The tenant who is inclined to be evasive or tricky, knows that the record of his agreement is filed at the Court House. It takes on the atmosphere of legal endorsement and is to him now "the law."

The matter of cost need not be serious, a nominal fee, say 25 cents. This would more than meet any additional expense required by the county, as it would be for but a short period, practically all leases of this character being made about March 1.

Nearly every grain dealer in the past has suffered loss on account of grain purchased from tenants, and afterwards claimed by the landlord. I believe that the laws now existing have and will reduce these losses in the future, but there **SHOULD NOT BE ANY LOSS**, and if it is possible to safeguard any business so as to protect those engaged in it, from fraud or dishonesty, then every effort should be made to accomplish this end.

A. F. Files read the following paper on on "Some Bad Rulings by the Interstate Commerce Commission."

BAD RULINGS BY INTER- State Commission.

Prior to 1887 there has been no legislation by Congress, dealing directly with the matter of Interstate Commerce, altho clear back at the formative period of the Government, at the close of the Revolution, wise statesmen foresaw that this would be one of the important questions of public policy and control. Alexander Hamilton, in one of his "Federalist" letters advocating a strong Central Union, rather than a loose Federation of States as proposed by some, urged that exchange of business between citizens of different states would produce conditions that must be tempered and controlled by laws applicable alike to all localities. These principles set forth by probably the keenest mind of the time, must have been self-evident.

The Cullom committee in 1886 brought in a lengthy report which has been epitomized in one sentence, as follows: "Unjust discrimination is the chief cause of complaint against the management of railroads in the conduct of business, and gives rise to much of the pressure upon Congress for regulating legislation."

Resultant upon these investigations the Interstate Commerce Act was passed, becoming effective Apr. 3, 1887, giving the commission very little actual authority. As the commission grew older, the absolute necessity for more power was shown, and the original law has been changed from time to time, until now the word of the commission amounts practically to law in almost everything but rate making.

A Bad Ruling.—May 10, 1910, the commission handed down the following ruling

made in regard to claims for drayage expense incurred at delivery point on account of misrouting:

"It is the duty of a carrier to make delivery in accordance with routing instructions. When such routing instructions have not been followed and delivery is tendered at another terminal than that designated, it remains the duty of the delivering carrier to make delivery at the terminal designated in routing instructions, either by switching movement or by carting. In either event the additional cost to the delivering carrier must be paid in whole by the carrier guilty of misrouting. In case the carrier delivers to the designated terminal by wagon or dray it must employ for such service, facilities owned or contracted for by it and may not make allowance to the shipper for such service. The commission will exercise jurisdiction to award damages as against the carrier guilty of misrouting to the extent of the additional cost, thus imposed on the delivering carrier."

"In other words, if a carrier does not make delivery shown in the bill of lading, the consignee should refuse to accept the shipment and insist upon delivery by the carrier either by switching or carting. A consignee may not accept delivery at a point other than that specified and do its own draying or hire it done and secure from the commission an order for reparation for drayage from the point delivery was accepted."

Let us observe this decision put into practice. In a recent issue of the Grain Dealers Journal I referred to a claim that had been turned down by the P. C. C. & St. L. Ry. under this ruling.

A Bad Ruling in Practice.—Two cars of corn were billed from Indianapolis to Midway, Ky., routed via Southern Railway from Louisville. The Bs/L calling for this routing were duly signed at the division freight office of the P. C. C. & St. L. Ry. in Indianapolis. Notwithstanding that the routing was specifically Southern Railway from Louisville, the cars arrived at Midway by the L. & N. Railway. As is very commonly the case in the distillery region of Kentucky the receiver had no storage room and carried no surplus stock on hand, depending on receiving his supplies from day to day as needed. He had to have the corn at once or close down the distillery, which means considerably more than the mere tooting of a whistle to inform the employees that the engine is going to stop. Consequently he hired wagons and handled the corn, which is what any one, even possibly an Interstate Commerce Commissioner would have done under the same circumstances. Then he made claim on the shipper for the cartage, amounting to \$10 per car, which was not exorbitant, and which was paid without question. The shipper filed claim against the contracting railroad, with result noted above.

Now, let us see what he should have done, and what would have happened had he done so. According to the ruling, he should have disregarded conditions at his distillery, and refused the corn on account of misrouting. The agent would have refused to make delivery by dray or switch because all his papers were straight, even tho B/L to be surrendered showed other routing specified. His superiors at Louisville would have refused to authorize cartage or switching because the transfer to them from the initiating carrier was without indication of error. Pan Handle Agent at Louisville, could not authorize other than L. & N. Delivery, because his billing showed that routing, so he would refer it back to Indianapolis where all records showed L. & N. until finally the written shipping order would be dug up, and after usual amount of red tape and inquiry it would have been decided to make delivery by least expensive method. Having decided to make the delivery, authorization would have gone by the same route to the L. & N. officials at Louisville, and thru them to the agent at Midway.

Can any of you gentlemen who has had experience in dealing with railroads, imagine the accomplishment of all this in less than a week, and more than likely, two weeks?

The object sought to be attained by this ruling is undoubtedly the stopping of a loophole for a possible rebating. For instance, if these claims were allowed, say on shipments to Midway, the Southern Railway might enter into a secret arrangement whereby it would pay claims for cartage in excess of the actual cost of the cartage, which would really amount to a cut in the freight rate. This would be considered rebating and is fully covered by laws already

in existence, and very effective laws too, when we consider the heavy penalty applied in cases against railroads where rebating has been proven.

The per cent of possible violations, if the matter covered by this ruling were left open, is so infinitesimal as to really make the ruling appear amusing if it were not for the fact that it might have such a disastrous bearing upon actual business.

It is not the intention of any law to harass legitimate business in any way and it is the contention of every one who has had this matter brot to his attention, that the commission, in making this ruling, has established something that is a menace to business rather than a protection. It would be much more within the limit and intent of good government to stop the rebating by punishment in the very limited number of cases that might be shown, rather than to put a hindering ruling upon the total volume of business thus affected. It would be just as legitimate for the law to compel farmers to build burglar-proof barns in order that horses might not be stolen, rather than to allow them to continue to build practical housings for their stock and trust to law enforcements to stop the horse thieves.

This ruling was promulgated without a fair hearing being given the shipping public, and it was made active, when? No one knows when—not even the august commissioners themselves. No claim of this kind seems to date far enough back that it is not stopped by the ruling. The shipment to Midway was made three months before the ruling of the commission. Sec'y Moseley writes that more than 150 of these claims had been before the commission since the ruling was made. He does not say how many prosecutions for rebating resulted, and it is not likely that a single case showed evidence of intent to defraud or cut rates. A custom in practice so long as to become practically law between shipper and carrier is declared nefarious without notice to either interested party, all because of a rebate nightmare that happened to float before the eyes of the commission. I contend that the ruling is bad and contrary to the spirit of American jurisprudence, and would not stand the test of the courts.

New Transit Rules.—On Feb. 1, the grain trade will be confronted by a new set of transit rules promulgated by the Central Freight Ass'n to bring the reshipping of grain at transfer points within the metes and bounds of another ruling by the Interstate Commerce Commission, that indicates the extent of the rebate hallucination under which that body is laboring. After that date, white corn must be reshipped for white corn; mixed corn for mixed; yellow corn for yellow, and so on clear through the line of cereals.

How under the sun any one, even with the microscopical eyes of an Interstate Commerce Commissioner, can see a loophole for rebating in the reshipping of corn for corn, wheat for wheat, or oats for oats, regardless of sex, color or previous condition of servitude, is more than I can imagine. There might be some reason to require corn for corn, or oats for oats, but to require white corn for white corn, yellow for yellow, or mixed for mixed, seems to me to be the limit of picayunish exaction. It is akin to cutting a man's arm off to preclude the possibility of getting a sliver in the finger at some time in the future. Again, the likelihood of rebating or rate favoritism even if corn is transferred for corn, without regard to peculiarity of color, is so limited under a strenuous legal espionage as to make ridiculous a ruling that accomplishes nothing more than to make itself a hindrance to legitimate business.

The absurdity of a learned and expensive section of the administrative branch of a great government spending its time on such a useless triviality as this, becomes more glaring when you pick up a railroad tariff issued under the sanction of the commission, which says in practically so many words that a car of corn from Decatur, Ill., transferred at Indianapolis, shall be charged two cents per hundred more re-shipped to Atlanta, Ga., than the same car would have been charged by the same routing (through Indianapolis) transferred at Louisville. Yet, such a tariff does exist, and exists by authority of the Interstate Commerce Commission.

S. W. Strong, of Urbana, Ill., sec'y of the Illinois Grain Dealers Ass'n read a paper on "Advantages of the Claim Department," from which we take the following:

ADVANTAGE OF CLAIM DEPARTMENT.

Securing payment for losses on shipments of grain, has been one of great difficulty, and has been the cause of great friction and ill feeling between the shipper and the carrier.

Both parties knew of course, that there was no question as to the responsibility of the carrier; and they on their part did not attempt to deny their liability; but adopted the habit of delaying payment of every claim of any considerable amount until a compromise was effected.

Every method which could be suggested was put forth to put off payment, other than compromise, except with large shippers and line companies.

Dilatory Methods of Carriers.—That a shipper's loss was valid, and he entitled to payment, was never considered; but how to pay the very least amount, in a settlement, was the only end kept in view. When a shipper had a claim he usually sent it to his commission house, and they took it up with the railroad, and there was great and continued correspondence; and the railroad company usually sent their traveling freight agent to investigate the matter; and required the claimant to give answer to a great many questions, chief of which were: First: Is your elevator on railroad land? Second: Do you hold a lease from the company? And other inquiries of a like character; all of which were to inform the shipper that he was under some obligation to the railroad; but which had little to do in establishing the validity of the claim.

Illinois Ass'n Establishes Claim Department.—These matters finally became of so great an annoyance to the trade, that by resolution on Nov. 27, 1908, the directors of the Illinois Grain Dealers' Ass'n created a claim committee, and authorized them to establish a claims department, with an attorney as manager; and adopted certain rules for the conduct of the department.

The committee secured the services of Mr. Wm. H. Bach, of Bloomington, Ill., an able attorney, who took charge energetically of the matter; and to whose efforts very much of the success of the claims department is due.

The plan that only valid and proved claims were to be filed, met with favorable consideration by the freight claim agents; and a meeting of authorized committees was held in December, 1909; and a plan was formulated and adopted from which has grown the present "Agreement or Understanding."

Advantages.—The shipper has an agency in the department, where he can apply for information as to how to file a claim; and also he is supplied with the proper and approved form of blanks and instruction as to how to make out the claim, and at the same time, told just what necessary papers to attach to substantiate his claim.

By the "Agreement or Understanding, etc.," the shipper is relieved from any fear, that he is likely to come under censure by the railroad company for filing a claim and also for filing it thru a department presided over by an attorney.

The shipper is assured, that his claim is in the hands of a department with competent management, and also expert management, for from the very nature of the business, when having handled a large number of claims, the department officers, must necessarily become well versed in all the matters pertaining to that line of work.

The shipper becomes conversant with what makes a valid claim, and how he should conduct his business; keep his books, and prepare the papers in order to get his claims in the very best possible shape.

The shipper from becoming educated in the matter of making claims, will provide himself with the best weighing scale, in

order to know just what he is doing, and what he puts into a car; and he, too, will take greater care in cooping cars, and seeing that everything about the car is in first-class shape before loading.

The railroads are benefited by the agreed allowance of no claim being filed for a less amount than \$3 which gives them sufficient leeway to cover differentiation in scales; and natural shrinkage.

The much mooted matter, of "non-leaking" cars is also settled, by giving the railroad a deduction for losses which have occurred to cars which reach their destination with no physical evidence of leakage.

Claims being filed all from one office or department, the shipper will soon discern if he has greater losses at one terminal than another; and too, the railroads will also soon see if there is any particular or especial loss at any terminal market.

Under this agreement a claim will be assumed by the railroad in 90 days or rejected; and by the express terms of the plan a shipper has the right to sue if he feels that his claims has been wrongfully refused.

The plan has been working on sixteen roads since last September and has met the approval of all, and the enthusiastic support of some of the parties thereto. Every shipper in Illinois, whether he be a member of the Illinois Grain Dealers Ass'n or not, has the privilege and should use the claims department, and should at all times uphold it, for the reason, that the loss of weight in transportation is only one of the items of loss for which a shipper must be prepared. Here are some of the others:

Other Transportation Losses.—Loss by decline of the market, when there is unreasonable delay in delivery.

Loss by reason of grain getting out of condition, when there is unreasonable delay in delivery.

Loss by reason of declining market, or grain getting out of condition, occasioned by the railroad not applying cars.

All these matters are susceptible of settlement, and satisfactory adjustment; and dealers should assist those progressive shippers who look ahead and strive for the greatest good for the greatest number. The fees charged by the claims department are so small that there has never been an objection made to them; and then too, no fee is ever asked unless a collection has been successful.

E. W. Bassett, who was not on the regular program, read the following paper on "Some Ethics of the Grain Business."

Some Ethics of the Grain Business.

Has it ever occurred to you that we are not in the grain business for profit alone? Has the thought ever come to you that we are, or should be, gentlemen, even before we are grain men? Can you fully realize that if our business makes of each of us a man in the full sense of that term, we have been successful even tho we may be able to write only a moderate sized check which will be cashed at bank?

"Man's inhumanity to man makes countless thousands mourn" is not exemplified, I venture, in any business more than ours; nor is the odious paraphrase of the golden rule "Do others or they will do you" more assiduously pursued, I fear, in any line of trade, more than among those who buy, sell or handle the grain of the land.

Decency: Of late years we have heard much of decency in politics, in social life, in citizenship, even in religion. Would it be amiss to express the hope, the wish, the desire, yea from a body like this, demand that we have a little decency even in our commercial life? Yes, even in the grain business?

Our organization makes the proper observance of ethics all the easier. There are but two classes of us and the lines of dis-

inction are so sharply drawn—namely we are grain dealers or we are commission men. We may be both on some and different transactions; but we can never be both, and be honest, on the same transaction. We can never sell grain to ourselves, never. We can take grain to our own account with perfect propriety; but the fact must be plainly stated to shipper, the price made net and no commission asked or charged. We have only then to deal ethically with our customers and competitors, surely an easy matter if we make proper effort.

No track man worthy of the name will make reference to shipments to country shippers which may come to him thru other sources whether they be competitive dealers or commission men. I have heard of letters, I have even seen them going out to country shippers, calling attention to given car number and bot by the subscriber and requesting that his future shipments come direct to himself either on sale or commission. Such a thing is reprehensible and unworthy; a violation not only of business ethics but common moral law, and the recipient of such missive should forward the letter to his former dealer or commission man and eliminate the writer from future prospective business as proper punishment for such offense.

A frequent, flagrant and inexcusable violation of the ethics of the trade is the request for papers or information through channels other than the original of the trade itself; and it is a pity to add that such papers or information is sometimes obtained in such manner from firms or markets who endeavor to retain an air of respectability. I do not hesitate to say that the giver or the receiver of such papers or information is each or both unworthy of business confidence. Both track and country grain men are culpable too frequently in violation of this particular part of our code. The only exception permitted ever to the rule, to procure papers or information through the same channel as the original trade passed, is refusal, failure or neglect on the part of original consignee to act; otherwise this law is as unalterable as that of the ancient Medes and Persians.

Confidence: Among country grain shippers my observation leads me to state that one only fault or deficiency causes most of the trouble between and among them and the most frequent rupture of good feeling and commercial ethics—the lack of confidence. Let it be understood, for instance, that ninety cents is the price and value of two wheat, yet to a farmer from his neighbor's territory, a 56-pound test is accepted as two wheat and the truth leaks out as it always does and confidence is gone forever. I am paying 33 cents for corn but yours is very nearly yellow, so I'll pay you forty and the breach is widened.

Time fails me but here is the cure all. Track men, commission man, country grain man back, back, back to first principles. Take the original not the paraphrase, "Do unto others as you would have them do to you." After two thousand years' vain searching for a more satisfactory rule, we are brot up with a sharp jerk and compelled to state that if there is one atom of frankness, of manliness, of decency in our commercial life, of ethics in our grain trade, we will one and all do and do only as we would be done by.

John McCardle: I move that each dealer in this Ass'n write his representative in the legislature urging the passage of the good roads bills. Carried.

A. E. Reynolds: I was informed that a bill would be introduced in the legislature providing for 70 lbs. of ear corn to the bushel, and I move that the dealers take the same action in writing to their representatives. Carried.

Adjourned to Wednesday morning.



Some of Those in Attendance at Midwinter Meeting of Indiana Grain Dealers Ass'n at Indianapolis, Jan. 17, 1911.

WEDNESDAY SESSION.

The Wednesday morning session was called to order by Pres. Foresman at 10:45 a. m.

Jno. F. Courcier, Toledo, O., sec'y of the Grain Dealers National Ass'n read a paper on the work of "The National Ass'n" from which we take the following:

From the very beginning the Grain Dealers National Ass'n has been run by grain dealers. It is not and has not been a one-man ass'n such as we have heard tell about. Only those things which directly effect grain merchants are taken up and considered by the National Ass'n.

The President is active in the affairs of that Ass'n, the secretary refers to him all matters of importance and keeps him fully advised. The president keeps in close touch with all the work of the Ass'n and usually finds a great deal more work than he expected when elected.

The board of directors have supervision over the work of the Association during the year. The constitution and by-laws may be amended by the board of directors subject to the approval of the members at the annual conventions. These directors are distributed throughout the country, and all matters coming up within their respective territory are referred to them. If anything comes up in Indiana it is referred to Mr. Morrison.

The executive committee advises with the secretary during the year.

The committee on arbitration is one of the most important committees in the Ass'n work. The members of the committee on Arbitration are men who are known for the fair manner in which they conduct their own affairs. When cases are ready for arbitration, the complainant prepares the papers, sends them to the sec'y and they are referred to the committee on arbitration. The method of procedure as followed during the past three years is for the Sec'y to send the papers to one of the members of the arbitration committee, who sends his opinion to the sec'y, then the papers are sent to the second member, and so on until the rounds of the committee have been made. If they are not able to agree, the papers are all returned to the sec'y with the report that they can not agree on settlement. The Arbitration agreement is one of the strongest of the kind in the country. Many other ass'ns have been contemplating following our plan of arbitration.

Trade Rules.—The National Ass'n has the most complete set of trade rules in existence. I believe that if every grain dealer in Indiana, who is a member of this Ass'n could rise upon his feet and recite from memory these trade rules, it would at once eliminate fully 60 per cent of the trade difficulties that arise daily. I have had in mind to offer some sort of an inducement to get some one to start a movement to memorize these rules.

We intend to increase the membership of the National Association and have employed Mr. Chas. B. Riley, whom you all know, to help us. He has the courage of his convictions. We are not seeking to reform anybody. We merely want to bring together the grain men of the country who would do what they agree to do.

The legislative committee, of which Mr. Reynolds of Crawfordsville is chairman, is kept in close touch with the proposed legislation. We have a joint committee with the National Hay Ass'n. It stands to the credit of the G. D. N. A. that no legislation inimical to the interests of the grain trade has ever passed the National Congress.

Committee on transportation has jurisdiction in transportation matters. They have full authority to go as far as to go into court to protect the interest of the members. The first gun in railway rate regulation was fired by the G. D. N. A. in 1901.

Last session the House of Representatives passed a bill to provide for the regulation of the issuing of Bs/L. The bill has been thoroughly considered by the National Ass'n and was endorsed by the last annual convention. All members are therefore urged to write their U. S. Senators requesting the passage of house bill 17267. It was the National Ass'n that laid before the Interstate Commerce Commission the information that was directly responsible for the indefinite postponement of the 20¢ B/L.

The National Ass'n has stood for uniform demurrage rules. I had the honor myself to represent the National Ass'n at Washington last year and there propose a number of amendments which were em-

bodied in the final rules. Upon receipt of notice of the hearing, we sent a letter to all our members requesting suggestions. The suggestions I took with me to Washington from our members are now embodied in the rules of the National Ass'n of Railway Commissioners.

Committee on Telephone and Telegraph.—The object of this committee is to improve the telephone and telegraph service. If every dealer would adopt the Beattygram plan of prefacing the telegrams with the time of its filing, they would be spared a world of trouble.

Uniform Grades have been talked about year after year until it has almost become a chestnut with some of us. All have pronounced it a good thing, and yet there is some opposition. I have a letter from a large grain handler in which it is stated that grain is being inspected by guess. It is up to all of us to get at the throat of those who are so persistently opposing uniform grading, or they will get us.

Pres. Foresman: R. B. Clark, pres. of the Retail Merchants Ass'n invites all members of the Indiana Grain Dealers Ass'n to a theater party at Anderson, tonight.

Pres. Foresman: John D. Meyers, who is a member of the legislature, was to have a paper on the 68-pound proposition, and he is unable to be present, has handed his paper to Mr. E. K. Sowash, who will read it.

E. K. Sowash: This is the only way I could get to make a speech—have someone else write it. [From Mr. Myers' paper we take the following:]

INJUSTICE OF 68-LB. BUSHEL
Of Corn.

The sixty-eight pound bushel of ear corn may be likened unto the "Old Oaken Bucket" about which we used to sing. It has served its generations, but is gradually being discarded and succeeded by the adoption of modern methods—namely the cental system, and the 70-pound bushel.

In the old days when corn figured so little as a commercial commodity, a pound or two on the bushel was of little consequence but now, since corn has been crowned the king of Indiana farm products—handled in such immense quantities, at such greatly enhanced values, and upon such narrow margins—the 68-pound bushel often robs the dealer of his entire profit, by shelling out from one to two pounds less than the legal bushel of fifty-six.

That 68 pounds of average ear corn will not yield a standard bushel shelled and properly cleaned, has been proven time and again by careful shelling tests.

The writer once made a test of somewhat over 5,000 bus. of good white river bottom corn and found 69½ pounds were required to yield a standard bushel. The test was made in the month of April.

Seventy Pounds in Other States.—The fact that all states in the Union excepting Ohio, Oklahoma and Indiana have adopted the 70-pound bushel, together with the experience of dealers in Indiana who have made careful shelling tests, ought to be evidence conclusive, that our law is at fault, and, in justice to country buyers, should be amended to conform with the laws in other states.

A strict observance of our law means the country buyer shall accept and pay for corn on the 68-pound basis, which yields less than 55 pounds when shelled, and if shipped as ear corn, he must furnish 70 pounds which is the bushel adopted by ear lot buyers, upon which their bids are based.

The inconvenience, to say nothing of the injustice of this arrangement, is a hardship which should be abolished.

The Country Buyer should not be compelled to violate the law in order to get what he pays for, nor to pay a reduced price on account of the short bushel.

If we must have the 68-pound bushel, the dealer should enforce his right to pay a 68-pound price, and the off-grade ears and shucks should be taken into account in settlement for the crop. The better way is to adopt legally the equitable 70-pound bushel established by other states.

Governor Marshall in his recent recommendations to the Legislature now in session, included a revision of our system of weights and measures.

If in the opinion of your Ass'n the change to the 70-pound bushel is desirable and just, I take the liberty to suggest that a resolution embodying the facts herein stated and presented to him may be effec-

tive. I further desire to express the hope that the 67th General Assembly of Indiana will, by legal enactment "Ring out the old, and ring in the new" bushel of ear corn.

Pres. Foresman: I hope our resolutions committee has prepared a resolution of this kind.

I hope all the members will remain as our resolutions committee has drafted resolutions vital to us all.

I suggest the auditing committee report at the called meeting of the board of managers after adjournment of the convention.

Owen J. Thompson, chairman of the resolutions committee read resolutions of sympathy for the family of Mr. Stall at Thorntown, a member of the Ass'n who died during the year; thanking the management of the Board of Trade, and endorsing the two good roads bills described by Mr. Kenyon. All the resolutions were unanimously adopted, including the following:

Resolutions.

Favor Making 70 Lbs. a Bushel of Ear Corn.

WHEREAS, The law of Indiana designates 68 pounds of ear corn to be taken as a bushel and the law in nearly all other states designates 70 pounds per bushel, and

WHEREAS, This irregularity in the number of pounds per bushel causes a vast amount of quibbling and misunderstanding, particularly along the borders of the State where the grain trade comes in competition with dealers in the adjoining states taking 70 pounds per bushel, and

WHEREAS, Uniformity in all rules and customs controlling the grain business is to be desired.

THEREFORE, Be it resolved that we, the Indiana Grain Dealers in convention assembled, favor the amendment of the existing law making 70 pounds the legal bushel of ear corn in Indiana, and we recommend to the Legislature now in session that such amendment be enacted.

Amendment to Constitution.

RESOLVED, That the Constitution be amended as follows:

First—By adding to Section 5 of Article 2, the following words: "Not in conflict with the laws of the United States or the State of Indiana."

Second—By striking out all of Sections four, five, six and seven of Article five.

RESOLVED, That the by-laws be amended as follows:

By striking out all of Section three, Article five.

Against Federal Inspection.

WHEREAS, This Ass'n has always favored and insisted upon a uniform and fair inspection of grain, in the terminal markets, and in pursuance of that policy, has supported the National Ass'n in its efforts to accomplish that purpose, and,

WHEREAS, The uniform classification has been accomplished by the National Ass'n without federal intervention; therefore be it

RESOLVED, That it is the sense and desire of this Ass'n that any pending legislation that has for its purpose federal inspection of grain be postponed, pending the universal adoption by the exchanges of this country of the uniform classification and inspection of grain, so promulgated by the National Ass'n, and be it further

RESOLVED, That we urge the National Ass'n to further and persistent effort to accomplish the above purposes at the earliest possible date, and our representative to that Ass'n is instructed to earnestly co-operate along that line.

Receivers Should Join.

RESOLVED, That it is the desire and recommendation of this Association that all receivers, trackbuyers and brokers doing a grain business in or for markets available to Indiana shippers, should maintain a membership in this or the Grain Dealers National Ass'n, for the following reasons:

First—Because that will provide for enforced arbitration and settlement of trade differences through the instrumentalities of organizations in which mutuality of interest obtains.

Second—Because the value of ass'n spirit in every department of the grain trade is well understood, and that it should proceed on mutual lines is no longer a debatable question.

Third—Because the man or company that merits our confidence and business, does so wholly upon lines of complete reciprocity, and in that spirit we present this resolution, with the commendation of this and

the National Ass'n as honorable and effective agencies for the elevation and betterment of the grain trade, and a means for the elimination of practices and methods that cannot be justified.

Fourth—Because all receivers, trackbuyers and brokers should contribute their reasonable and proper support, financial and otherwise, for the maintenance of the common cause, in which they are especially interested, and for whose protection much of the energies and revenues of the ass'n's have always been expended.

Pres. Foresman called on Tom Morrisson for a few remarks.

Tom Morrisson: I am glad to see all of you here and wish there were more of you.

Adjourned sine die.

CONVENTION NOTES.

From Ohio: Harry W. Kress of Piqua.

One man from Louisville, Ky.: Fred W. Scholl.

Fred W. Kennedy represented the Kennedy Car Liner.

John A. Rice, elevator broker of Frankfort, Ind., renewed old acquaintances.

C. B. Jenkins of the Noblesville Milling Co., Noblesville, Ind., well known in Ohio Ass'n circles was present.

A working model of the Fairbanks Automatic Scale was exhibited in the meeting hall by G. H. Baxter, local representative.

Illinois shippers were represented by A. L. Stanfield, Edgar; H. C. Clark, Le Roy; B. O. Rudy, Paris, and J. E. Collins, Garrett.

Three Toledo firms were represented by Fred Jaeger of J. F. Zahm & Co.; E. L. Southworth of Southworth & Co., and J. W. Young.

Baltimore was represented by H. E. Elgert, rep. J. A. Manger & Co.; Wm. Leroy Snyder, sec'y Hammond, Snyder & Co., and R. J. Greenhow.

Cincinnati sent P. M. Gale and A. C. Gale of the Gale Bros. Co.; H. W. Brown; Dan J. Kallagher, rep. W. H. Barnes, R. Strong and W. R. McQuillan.

Michigan dealers were represented by C. E. Noyes of the Stockbridge Elevator Co., Jackson, E. L. Wellman of Grand Rapids, was delayed and arrived just after adjournment.

C. B. Sinex conducted the visitors' register and supplied identification badges, as well as demonstrated the wall hanger of his company, the Grain Dealers National Mutual Fire Ins. Co.

Every one heard the welcome greeting of Bert Boyd's new suit and went in to get a cigar, a cigarette, and a theater ticket. His head stenographer pinned one carnation on the benedict's lapel, and three on the bachelor's coat.

Interesting discussions might have followed the reading of the several papers. The speakers, however, handled their subjects so well there was no criticism; their hearers contenting themselves with several bursts of applause when telling points were made.

Supply men in attendance were F. H. Morley, Chicago, Ill., rep. Invincible Grain Cleaner Co.; A. S. Garman, Akron, O., rep. Huntley Mfg. Co.; W. N. Goodman of Chicago, Ill., gen. mgr. Richardson Scale Co.; E. D. Bargery, of Chicago, Ill., and Newton C. Webster of North Milwaukee, Wis., both rep. Avery Scale Co.

Lead pencils were distributed by Gale Bros. Co., Henry W. Brown and Hoosier Grain Co.

Chicago commission firms were represented by R. W. Carder, sec'y W. A. Fraser Co.; P. S. Goodman, Dean L. Mosberley, rep. Sawers Grain Co.; T. A. White and L. B. Wilson.

Other ass'ns were represented by S. W. Strong, Urbana, Ill., sec'y Illinois Grain Dealers Ass'n; J. W. McCord, Columbus, O., sec'y Ohio River Grain Dealers Ass'n; Chas. B. Riley, special representative and Jno. F. Courcier, Toledo, O., sec'y Grain Dealers National Ass'n.

Buffalo grain receivers were ably represented by C. W. Hawkins and H. T. Burns, sec'y of the Eastern Grain Co.; L. S. Churchill of the Churchill Grain & Seed Co.; W. G. Heathfield; F. G. Heinmiller, rep. Alder Grain Co.; Riley Pratt, of Pratt & Co., and A. T. Ward, of the Townsend-Ward Co.

Among Indiana Shippers in attendance were:

W. H. Aiman, Pendleton; W. W. Alder, La Fayette; J. F. Allen, Sullivan; Robt. Alexander, Buck Creek; Geo. L. Arnold, Bluffton; C. A. Ashpaugh, Terhune.

S. D. Bailey, Wanatah; F. J. Baird, Advance; C. M. Barlow, Kokomo; J. C. Batchelor, Sharpsville; W. M. Bosley, Milroy; A. Boyer, Edwardsport; J. L. Brady, Rensselaer; A. C. Brown, Rushville; H. A. and H. L. Brown, Auburn; H. M. Brown, Kingman; W. E. Brown, Pendleton.

C. W. Church, Marco; B. B. Clark, Hagerstown; A. B. and Cecil M. Coker, Frankfort; J. E. Collins, Muncie; M. L. Conley, Frankfort; J. M. Couchner, Bennetts Switch; B. F. Crabbs, Crawfordsville; N. O. Davis, Frankfort; H. H. Deam, Bluffton; M. W. Dillen, Camden; W. M. Doan, Ossian; Wm. Donlin, Delphi.

C. G. Egly, Berne; E. E. Elliott, Muncie.

A. F. Files, Evansville; E. P. Finch, Hillsboro; A. H. Flanagan, Crawfordsville; W. B. Foresman, LaFayette; F. B. Fox, Tipton; Wm. Frank, Frankfort.

Aaron Gardner, Cottage Grove; C. J. Gladish, Petersburg; P. E. Goodrich, Winchester; D. N. and J. N. Gordon, Summittville; J. R. Guild, Medaryville; W. Guyatt, Knox.

J. C. Hadley, Windfall; Mr. Haller, Montpelier; I. E. Hays, Parker City; J. S. Hazlrigg, Cambridge City; A. B. Hinshaw, Nora; John Holladay, Greentown; John Howell, Cammack; M. S. Hufford, Frankfort; E. Hutchinson, Arlington.

Carey Jackson, Rushville.

A. A. Lane, Odon; C. W. and Ed Lee, Frankfort; D. Lesh, Markle; Cloyd Loughry, Monticello; W. K. Loutz, Bunkerhill.

N. W. Mattix, Lebanon; S. D. Mead, Union City; W. J. Mercer, Spiceland; J. W. McCardle, Union City; J. A. McComas, Fortville; Floyd Million, Bennetts Creek; D. C. Moore, Waynetown; E. R. Moore, North Salem; Martin Moore, Fountaintown; E. Morris, Mohawk; Tom Morrisson, Kokomo; W. G. Myers, Linsburg.

C. F. Naber, Fairmont; Wm. Nading, Shelbyville; J. F. Nolte, Aurora.

E. H. O'Leary, Otterbein.

W. M. Patterson, Fountaintown; E. W. Phares, Tipton; M. B. Pratt, Frankfort.

C. R. and C. S. Reed, Tipton; Jas. J. Reeder, Camden; A. E. Reynolds, Crawfordsville; T. J. Ryan, Delphi; E. T. Ritzenhouse, Liberty Mills; J. Rothrock, Centertown.

J. L. Schalk, Anderson; Chas. Sharp, McGrawsville; J. P. Shoemaker, Daleville; Arna Smith, Sheridan; E. K. Sowash, Midletown; J. R. Stafford, Connersville; D. E. Studabaker, Bluffton; W. A. Summers, Ambia; G. W. Summertown, Wabash.

T. J. Taylor, Elmore; Arlis Thomas, Kenard; Owen J. Thompson, Kokomo.

W. S. Van Natta, Fowler.

C. F. Wall, Linton; A. P. Watkins, Lincoln; A. W. Waltz, New Palestine; W. B. Weeks, Peru; W. D. Wilhelm, Tipton; T. B. Wilkinson, Knightstown; J. W. Witt, Lebanon; Geo. C. Wood, Windfall; H. J. Woody, Pittsboro.

LeRoy, Urmston, Tipton.

J. C. Young, Whiteland.

NEW RESHIPING RULES IN Southeastern Territory.

On Feb. 1 the new rules governing reshipping and milling in transit south of the Ohio River, upon which carriers and shippers have been at work over a year, will go into effect. Among the provisions of the new rules are the following:

Billing for grain, grain products, hay or straw to the transit point and from the transit point must clearly indicate the character of the commodity; for example, white corn, yellow corn, mixed corn, timothy hay, clover hay, mixed hay, prairie hay, white oats, red oats, mixed oats, hard wheat, soft wheat, etc. If inbound billing does not show this information it must be obtained by the owner in certificate form from a board of trade.

In addition to such reshipping by transit privileges on grain, grain products, hay and straw is meant the stopping for bleaching, blending, change of consignee, change of destination, cleaning, clipping, drying, grading, inspection, mixing (the term mixing does not cover manufactured mixed feeds, for which see milling in transit rules), sacking, shelling, shucking, storage, transferring or weighing, and will apply to such grain, grain products, hay or straw as passes through elevators, warehouses or mills, or which may be reshipped in original cars; subject to the conditions shown in these rules.

The identity of track grain, grain products, hay or straw, originally consigned to reshipping points, must be preserved in each instance, whether forwarded in the same car or transferred at the instance of the carrier through an elevator, warehouse or mill, or direct from car to car and not stopped or unloaded for storage in an elevator, warehouse or mill. Such shipments will be treated as through shipments and will be handled at through rates.

The correct cancellation of inbound records of tonnage, both transit and non-transit, by the holder thereof, shall be verified at frequent intervals, and should it be found that any warehouse, elevator, mill or reshipper at any time holds inbound records of tonnage in excess of the amount of grain, then actually on hand, such surplus tonnage records shall be canceled in consecutive date order beginning with the oldest. The possession of such tonnage records in excess of five per cent of any character of commodity then actually on hand, for example, five per cent of white corn; five per cent of yellow corn; five per cent of mixed corn; five per cent of red oats; five per cent of hard wheat, etc., shall constitute prima facie evidence of the violation of these rules; then and in that event all inbound records of tonnage, as to such commodity, in the possession of such warehouse, elevator, mill or reshipper, shall be canceled and made invalid for transit privileges.

If grain is dried, clipped, cleaned or subjected to any other process, resulting in loss of weight, only the weight remaining after such service has been performed shall be entitled to reshipping privileges. The shipper shall be required to attest in writing that to the best of his knowledge or belief the weight of the shipment tendered for outbound movement is no more than the weight so remaining. Such certificates shall be from time to time verified by the inspector.

Expense bills surrendered must be representative of the property reshipped, and must correspond in description; for example, white corn for white corn; yellow corn for yellow corn; mixed corn for mixed corn, etc., except that a shipment consisting of a mixture of unlike grains, or a mixture of like grains, of a different color or grade will be billed as a mixture and tonnage in kind surrendered in proportion to its ingredients.

For ear corn without shuck received, shellers may reship 82 per cent shelled corn; 16½ per cent cobs. For ear corn in shuck received, 76 per cent shelled corn; 16½ per cent cobs; 6 per cent shucks. For ear corn in shuck received, 93½ per cent ear corn; 6 per cent shucks.

The Grain Dealers Journal has been a great help to me.—J. J. Nurre, Maple River, Ia.

I don't like to miss a copy of the Grain Dealers Journal.—John Ridgeway, Syracuse, Neb.

I consider the Grain Dealers Journal the best of its kind.—M. E. Connard of G. S. Connard & Co., Elwin, Ill.

NEW HOME OF MEMPHIS Merchants Exchange.

The new building of the Memphis Merchants Exchange at Memphis, Tenn., gives this enterprising organization one of the handsomest homes possessed by any grain exchange in this country. The new building is conveniently located in the heart of the city and the Merchants Exchange hall will overlook the city square, as in the old building.

The building was designed by N. M. Woods, a local architect, and was erected at a cost of \$1,500,000. It fronts on three streets, the dimensions being 75x150 feet and 265 feet high. The building rests on 40 concrete caissons, each 10 feet in diameter and extending 42 feet below the basement floor. The construction is of the heaviest type of structural steel. All interior walls are of three-cell fire-proof tiling. The exterior walls are of stone and granite to the fifth floor and of dark brick of a soft green shade and white terra cotta trimmings above this floor. Green tiling is used in the construction of the beautiful Mansard roof.

The two top floors are being arranged for the accommodation of the Chickasaw Club. On the ground floor will be eight roomy storerooms and in addition to the large Exchange halls, the building will contain about 500 well lighted offices, with all the modern appointments. The Exchange building is finished throughout in mahogany, the office floors being laid in hardwood, while the wainscoting and corridors are of marble.

The building is heated by steam, lighted by electricity and cleaned with its own vacuum cleaning plant. An 850-ft. artesian well beneath the building affords an inexhaustible supply of pure water.

The main lobby of the building on the ground floor is 25x52 feet and is accessible from three streets. It is finished throughout in Italian marble and solid bronze, with flooring of beautiful Mosaic tiling. A grand staircase leads to a balcony which skirts the lobby on the second floor.

Seven elevators of the latest and best design carry tenants from the beautiful lobby to any of the nineteen floors above, three being operated as express cars to the tenth floor. Bronze heads of bulls and bears are used to decorate the elevator grating and the indicators.

The Merchants Exchange hall, which is illustrated herewith, is located at the north end of the building, looking out over the Park and is about 45x75 feet with a high beamed ceiling. The floor is of mosaic tiling and the wainscoting of the Exchange hall is of marble with walls finished in ornamental stucco. A large blackboard at the west end of the room affords ample space for posting all markets desired. The committee rooms, directors' rooms, secretaries' offices and telephone booths are directly connected with the hall.

This handsome building is the result of the foresight and energy of S. Tate Pease, who has served the Merchants Exchange as President for the past two years and pushed to a culmination a scheme long cherished by Exchange dreamers. The Merchants Exchange as well as the Cotton Exchange joined in organizing the Exchange Building Co., of which Charles G. Smith is Sec'y and General Manager. The stock in the building is divided equally among the exchanges and should provide a perpetual revenue as well as a splendid home for both.

If the Memphis Merchants Exchange, with its small membership of 330 can secure such handsome quarters, what could

the larger grain exchanges do which are now occupying dingy quarters in old out-of-date structures?

Annual Meeting of Memphis Merchants Exchange.

While the tellers were counting the ballots and the members were awaiting eagerly for the report of the result of the annual election, Sec'y Nat S. Graves called the dealers to one end of the large hall and announced that while they were

waiting the President would read his annual report.

From Address of President Pease.

We are now in the 28th year of the existence of the Exchange and I believe the next year will be one of the most prosperous we have ever had. We will be in our new quarters, in the largest and handsomest building in the entire South; we are entirely out of debt; do not owe a dollar, and I consider our holdings of common stock in the Exchange Building Company worth \$300,000. The Building Company was organized by the two Exchanges with \$350,000 of common stock; \$300,000 of preferred stock and \$625,000 of bonds. The



New Home of the Memphis Merchants Exchange.

two Exchanges own \$175,000 each of the common stock, which is the entire amount of voting stock issued. This places the control entirely with the two Exchanges and the Board of six Directors of the Building Company is composed of three from the Merchants and three from the Cotton Exchange.

In April it was the painful duty of your Board to expel a member for conduct unbecoming a member of the Exchange. In doing this the Board was only carrying out a long established precedent of your Exchange to require its members to live up to their contracts, and I wish to say that I hope the Exchange will always adhere to this policy, for I believe this is the only way to have the organization respected, and I will reiterate what I said to you at the annual meeting last year, that the Exchange should adhere to the principle of disciplining members who defy the authority of the Exchange in its mandates, as expressed through the Board of Directors or its committees. It is absolutely necessary for the members to recognize the fact that they must live up to their contracts, not only with each other, but with outsiders if they wish to remain in this Exchange. If this is not done, the Exchange will soon fall into disrepute.

At an informal meeting of the members engaged in the grain business, held the latter part of last month a resolution was adopted indorsing the idea of re-organizing the Grain and Hay Inspection and Weighing department and placing the Chief Inspector on a salary. This matter had been under discussion by the members for quite a while prior to the meeting mentioned.

Sec'y Graves rendered his annual report showing receipts amounting to \$19,806 and assets of \$187,000.

A number of grain dealers from different sections of the country were present. Some were called upon for talks.

THE MEMPHIS MERCHANTS Exchange Banquet.

On the evening of Jan. 12, the Memphis Merchants Exchange celebrated the completion of its fine new Exchange building with a banquet served in its new Exchange Hall. About 250 members and invited guests assembled in the Cotton Exchange Hall and at the appointed hour, marched into the Grain Exchange Hall, which had been transformed by the florist into a forest of pines, oleanders and shrubs. The tables were lavishly decorated with American Beauty roses and azalias. An orchestra in the secretary's room favored the guests with stirring airs. The occasion was one long to be remembered.

W. A. Percy acted as toastmaster. C. R. Gray responded to the toast, "Co-operation."

D. W. Longstreet, general freight agent for the I. C. R. R., in responding to the toast, "Shippers and Railroads," presented an excellent paper which will be quoted in a later number.

John A. Fox responded to "Memphis and the Waterways."

The Right Rev. Thomas F. Gailor, to "Civic Obligations of the Merchant."

George R. Brown, sec'y of the Little Rock Board of Trade, brought "A Message from Arkansas."

John M. Parker of New Orleans re-

sponded to the toast, "The Southern Commercial Congress."

The proceedings had hardly started when they were interrupted by a member of the Exchange asking for a minute and S. Tate Pease, Ex-Pres. of the Exchange and Chairman of its building committee, was presented with a huge chest of silver. Later, large silver trays were presented to H. J. Parish and B. H. Ashner, members of the building committee.

Secy's Nat S. Graves, who was praised most highly by the toastmaster and introduced as the perpetual sec'y, congratulated the members on the completion of their new home and read a telegram of regret at being absent, from Gov. Malcom R. Patterson, who congratulated the Exchange for its push and enterprise.

During the evening, the following delectable menu was served:

MENU.

	Hors D'Oeuvres	
	Anchovis en Tomato Frappi	
Celeri	Olives	Cornichons
	Potage	
	Creme de Volaille a la Reine	
	Poisson	
	Homard Farcis a la Alcimore	
	Pomme de Terre Saratoga	
Moet & Chandon White	Seal Very Dry	
	Entree	
	Ris de Veau en Crustade	
	Petite Peis Francaise	
	Roti	
	Perdreux Farcis aux Marrons	
	Salade Imperial	
Mousse	Cafe Brulot	Gateaux
	Cigars	



New Exchange Hall of Memphis Merchants Exchange.

GRAIN TRADE NEWS.

[Continued from page 155.]

Meridian, Miss.—The Tutt-Millsbaugh Grain Co., incorporated, capital stock, \$10,000; incorporators: J. B. Tutt, W. H. Millsbaugh and others.

Meridian, Miss.—Russell & Butler will complete their 10,000-bu. eltr. early in February. Their warehouse, which is to have a capacity of 50 cars, will not be completed until the first part of April.

Birmingham, Ala.—The eltr. of the Western Grain Co. will be rebuilt at once. The plant of W. C. Agee has been purchased and is being used pending the completion of the reconstructed buildings.

Atlanta, Ga.—It is reported that J. J. Stephenson of the J. J. Stephenson Flour Co., has applied for relief in bankruptcy, after a checkered career in the grain and flour business at this city, in Illinois, Memphis, Tenn.; Elberton, Ga., and Birmingham, Ala. His liabilities are \$52,000.

Birmingham, Ala.—The following have been elected officers of the Grain Exchange for 1911: E. Wilkinson, pres.; Ernest Redd, vice-pres.; W. H. Makin, sec'y-treas. The board of directors consists of E. Wilkinson, chairman; B. Brown, J. Allen Durhan, Wade Wood and W. M. Cosby. The retiring pres., W. C. Agee, was given a vote of thanks.

TENNESSEE.

MEMPHIS LETTER.

The new grade of oats to be adopted by the Merchants Exchange will be known as standard oats.

James Sloan, the newly elected pres. of the Merchants Exchange, gave a banquet Jan. 17 at the Hotel Gayoso to the nominees, the candidates and the floor workers on the "Bear" ticket.—G. H. McCleary.

Rainer, Connell & Fulghum, who are erecting a large warehouse here, are planning to add later a rapid handling eltr. of about 30,000 bus. capacity. They will also operate a local warehouse at 91 So. Front St.

The membership in the Merchants Exchange of W. J. Booker, deceased, was raffled off Jan. 12th, for the benefit of his daughters, \$225 being realized. Mr. Johnson of Carruthersville, Mo., captured the membership.

S. T. Pease, retiring pres. of the Merchants Exchange made a trip to Chicago recently to arrange for continuous quotations from that market in place of quotations every 10 minutes, with which Memphis has been supplied heretofore.

Memphis, Tenn.—G. E. Patteson & Co. are having their entire plant equipped with Rockwood Automatic Sprinklers which will be connected with a large tank beside plant. The system will also be connected with the city water mains.

Memphis, Tenn.—Robert F. Hamner Grain Co. has let contract to Kaucher, Hodges & Co., for a 20,000-bu. cribbed eltr. and a warehouse 60x200 ft. on the Illinois Central. Work has been commenced. The house will contain one leg, hopper scales, automatic bagging scales, roller mills, a cleaner and electric power. The plant will be ready about Mar. 1.

C. B. Stafford has been traffic commissioner of Memphis Grain & Hay Ass'n for 2 years and since this office was created. The object of this office is to improve the methods of handling grain and hay, to bring about equitable adjustment of freight rates both in and out of Memphis, and to prevent any discrimina-

tion in the matter of rates or service. Mr. Stafford has done much to promote harmony between the shipper and the carrier. Previous to this time Mr. Stafford was for 18 years in the traffic dept of the St. L. & S. F. Ry.

The first election of the Memphis Merchants Exchange, held in its new building, was so warmly contested that but one of the successful candidates had a majority of more than three. Mr. J. A. Buchanan had a majority of 29, James Sloan, the successful candidate for pres. had but one vote to spare. The contesting parties were branded bulls and bears. The bears wore white roses, white banners and voted white tickets, while the bulls wore red carnations, large red streamers and drank red punch, which was served in the Exchange Hall all morning. The bears were quite active before the day of election and favored each member with several large placards upon which were printed pictures of the bull being ridden by the bear or tamed and peacefully eating from the bear's hand as is shown by engraving herewith. A Victor Auxetophone reproduced grand opera records thruout the morning and at noon a splendid luncheon was served to all. The voting resulted in the election of James Sloan for Pres., G. E. Patteson of G. E. Patteson & Co., Vice-Pres., and Sim Clark of Clark, Burkle & Co., J. A. Buchanan of E. C. Buchanan & Co., and J. T. Morgan of Edgar-Morgan Co., for directors.

NASHVILLE LETTER.

Receipts of grain at Nashville, according to statistics of the Grain Exchange, were 5,000 cars less in 1910 than in 1909. Receipts of hay were also considerably less, 3,184 cars being received in 1910 against 3,725 in 1909.

Grain men in Nashville report a splendid business for 1911 thus far and say the forecasts sent out about an improvement in the trade have been amply justified. Prices are firm on both corn and oats and the demand is good.—H.

TEXAS.

Andrews, Tex.—I am no longer in the grain business.—A. N. Brown.

Haskell, Tex.—Williams & English have discontinued business selling partly to E. A. Chambers.—Sherrill Eltr. Co.

Collinsville, Tex.—The plant of the Collinsville Mill & Eltr. Co. is not in operation because of the short grain crop.

Wolfe City, Tex.—The Wolfe City Milling Co. will erect a 30,000-bu. eltr. The contract has been given to J. C. Bowles.

Port Arthur, Tex.—The Reynolds Grain Co., incorporated, capital stock, \$25,000; incorporators: J. C. Reynolds, W. S. Tyner and J. W. Williams.

Galveston, Tex.—The warehouse formerly occupied by Koehler Bros. is now used as a general storehouse by Adriance, Koehler & Co. The Wisrodt Grain Co. now operates the Central Warehouse, which was formerly occupied by A. Van Alstyne.

Ft. Worth, Tex.—Members of the Texas Grain Dealers Ass'n held a meeting here Jan. 19 to make plans for an agreement with the railroads and railroad commission on the rates on hay. The dealers are protesting against the contemplated advance.

WASHINGTON.

Seattle, Wash.—The Spokane Grain Co. has increased its capital stock from

\$33,000 to \$150,000, and has moved its warehouses from Pier 4 to Pier 5.

Olympia, Wash.—In accordance with the reduction of rates on wheat from the eastern part of the state there will be reductions in rates from points on the Washington Central branch of the N. P.

Malden, Wash.—Farmers of this section have organized a company to engage in a general grain business and will purchase the warehouse of McDonald & McBeom. The board of directors consists of Charles Peterson, E. D. Blackman, H. C. Perry, A. Schindler and Chic Milhus.

Pullman, Wash.—The annual "wheat convention" will be held here Feb. 9-10-11. The first day of the session will be entirely given over to marketing, grading and milling. Members of the railroad commission are expected to give some interesting addresses and the state experiment station will give experiments on breeding wheat and the various methods of testing for quality.

WISCONSIN.

Superior, Wis.—The Wisconsin Grain & Warehouse Commission has installed a Hess U. S. Moisture Tester.

Elk Mound, Wis.—The Elk Mound Flax Mills Co., incorporated, capital stock, \$6,000; incorporators: E. B. Ingram, C. A. Chamberlin and O. T. Bundy.

Merrill, Wis.—The warehouse and mill of the Thomas Produce Co. burned Jan. 4 with a loss of \$8,000 as the result of an overheated stove in the office. The plant will be rebuilt at once.

Milwaukee, Wis.—The Franke Grain Co. has been expelled from membership in the G. D. N. A. for non-compliance with the terms of the arbitration committee's award in the case of Bernays vs. Franke.

Milwaukee, Wis.—Henry B. Kellogg, one of the oldest members of the Chamber of Commerce and formerly at the head of one of the largest grain interests of the middle west, died Jan. 10, aged 64 years. He was the son of L. H. Kellogg who founded the firm of L. H. Kellogg & Co. and who built the first grain eltr. in Milwaukee.

Delavan, Wis.—The Cooper, Hughes & Braun Co. has been succeeded by the Cooper & Hughes Merc. Co., with the capital stock increased from \$50,000 to \$100,000. W. E. Cooper, of Milwaukee, is pres., T. J. Hughes of Kenosha, vice-pres. and R. E. James, sec'y-treas. and general mgr. A grain, feed, coal and lumber business will be conducted.

Madison, Wis.—The state railroad and warehouse commission has been called upon by state treas. A. H. Dahl to remit \$6,915.97 which the statement of the board shows it has collected and unless the demand is complied with legal steps will be taken to get the money. As the amount was all the cash available to pay off its employes the commission retained the money instead of remitting to the state treasury on July 30, the time fixed by the Wisconsin law.

WYOMING.

Pine Bluff, Wyo.—J. S. Moore has succeeded C. E. Carlstrom as buyer for the Pine Bluff Eltr. Co.

Pine Bluff, Wyo.—We are installing an automatic weigher and sacker in our eltr.—Mgr. Pine Bluff Eltr. Co.

Laramie, Wyo.—H. H. Ridge, formerly mgr. of the Overland Cereals Co., is no longer connected with that firm.—A. W. Augsperger.

The Grain Elevators of Memphis.

Memphis, Tenn., is not only one of the largest cities of the South, but also one of the most prosperous and progressive. In addition to being favored with water transportation, the city is the hub from which radiates 18 railroads. Its grain and hay trade, which has been increasing rapidly during recent years, gives promise of even greater growth. A contract has only recently been let for another new elevator and a second grain elevator and hay warehouse will soon be started. In addition, the city has 10 large hay warehouses and grain elevators combined, some of which are illustrated herewith.

THE RIVERSIDE ELEVATOR AND WAREHOUSES.

The Riverside elevator and its adjoining warehouses, are owned and operated by Webb & Maury, a firm composed of Walter Webb and H. H. Maury. This plant is most advantageously located between the tracks of the I. C. R. R. and the Frisco R. R., and by a very unusual arrangement of conveyor belts running along each side under loading platforms, grain may be received on either side at any point.

It is a rapid handling plant and has handled 51 cars in and out in a single day. On each side of the house is track room for eight cars and on each side of the plant are two 36-inch belt conveyors 150 feet long, which convey grain along the bottom of the hopper underneath loading platform to a 36-inch cross conveyor which delivers the grain to the boots to two receiving legs, each of which is equipped with 15x7 inch buckets.

The tracks on the Frisco or river side of the house are much higher than those on the other side, so that grain can be readily dropped from one side of the house to the other. Bulk grain can be spouted direct into Frisco cars or carried by a 40-inch belt conveyor to shipping bin on the Illinois Central side of elevator. As soon as a car of bulk grain is unloaded on either side of the house it can be reloaded immediately with sacked grain, feed or hay.

One of the warehouses is used exclusively for hay, while the other is used for bagged grain. A package carrier elevates grain and baled hay from the lower to the upper stories of each warehouse. A 100,000 bus. hopper scale, with type registering beam is installed in cupola of elevator. The other machinery equipment consists of a Barnard & Leas Cleaner, one 10x43-inch Nordyke & Marmon roller mill, 5 electric motors aggregating 200 h. p., 2 automatic bagging scales, and one Union bagging scale.

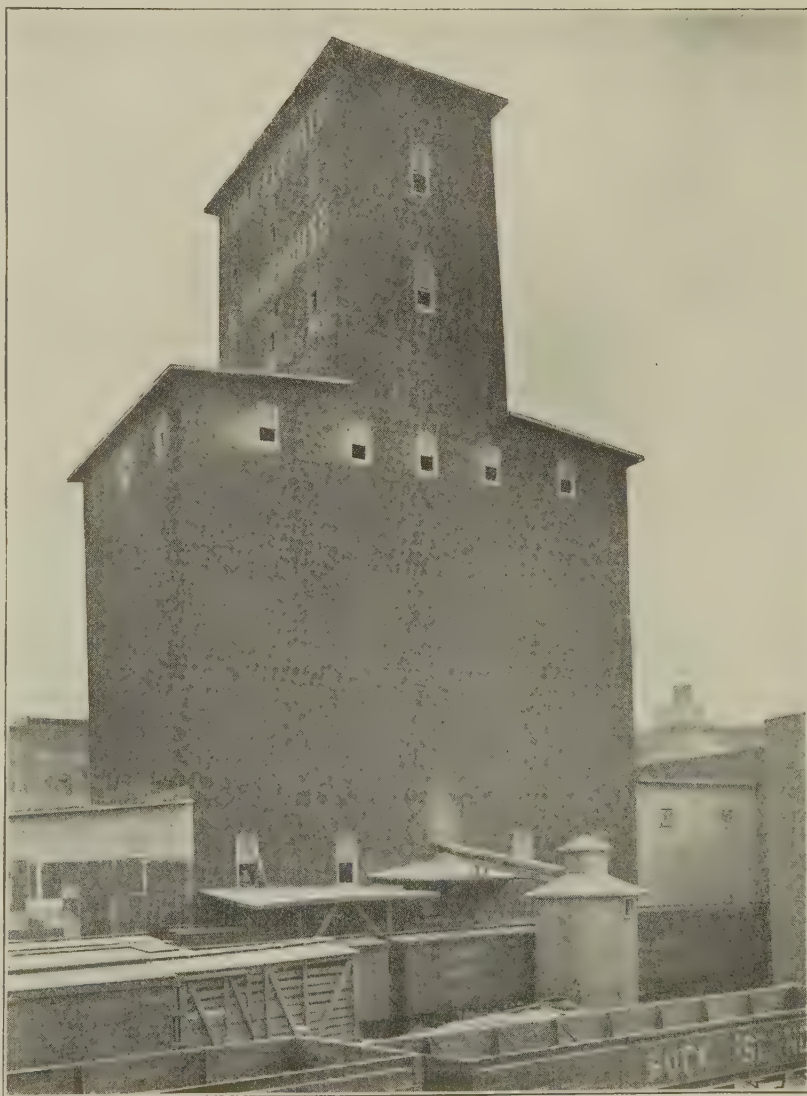
This plant, like every other Memphis grain elevator, is equipped with a stencil cutter, so that the shipping clerk can make his own stencils and attach to order, thus insuring proper and decipherable marking of each package. The plant is lighted by electricity. L. G. Anderson is the Sup't.

THE UNION ELEVATOR.

The Union Elevator, which was formerly known as the Choctaw, has storage room for bulk grain of about 80,000 bus. and warehouse capacity for about 150 car loads. Most of the grain is received on the east or high side of the house and loaded out on the river or low side, long slides being used for dropping the bagged grain to car loading platforms in the lower story. On the river side of the house, four shipping tracks are provided along the warehouse, so as to facilitate



Webb & Maury's Elevator and Warehouses, Memphis.



Union Elevator and Warehouses, Memphis.

the rapid handling of large quantities of grain. The elevator is equipped with a Nordyke & Marmon Roller Feed Mill, an Invincible Cleaner, an Invincible Oat Clipper, two Automatic Bagging Scales, one Richmond Combined Bagger and Packer, one Hopper Scale with the usual complement of power shovels, car pullers and loading spouts, a receiving pit hopped to the boot of a large leg, insures the rapid unloading of bulk grain. This elevator is operated as a public store house by the Union Elevator Co., of which L. P. Cook is Pres. and J. T. Morgan, Sec'y and Treas.

JOHN WADE & SONS ELEVATOR AND WAREHOUSE.

John Wade & Sons is quite an unusual organization, it being composed of father and five sons. Mr. Wade, Sr., has been engaged in the grain business 55 years, 18 years in Memphis. The present firm was organized in 1893. Thomas M. Wade has charge of the hay department, Eugene Wade, of the shipping department, Mark F. Wade, Sup't of the plant; George Wade, the city collector and Joe J. Wade is general business manager. Sixteen delivery teams are kept busy caring for the firm's city trade, twenty-six men are employed in the elevator and warehouse, sixteen in the office, and one man and four women in the bag manufacturing department.

Its present plant, which is well equipped with every labor saving device obtainable, has bulk storage for 100,000 bus. and warehouse capacity for about 125 car loads of hay, feed and grain. The firm imports its burlap direct from Calcutta, makes and prints its own bags in its own factory in one end of the warehouse. With one electric sewing machine in action it can turn out 3,500 bags each day.

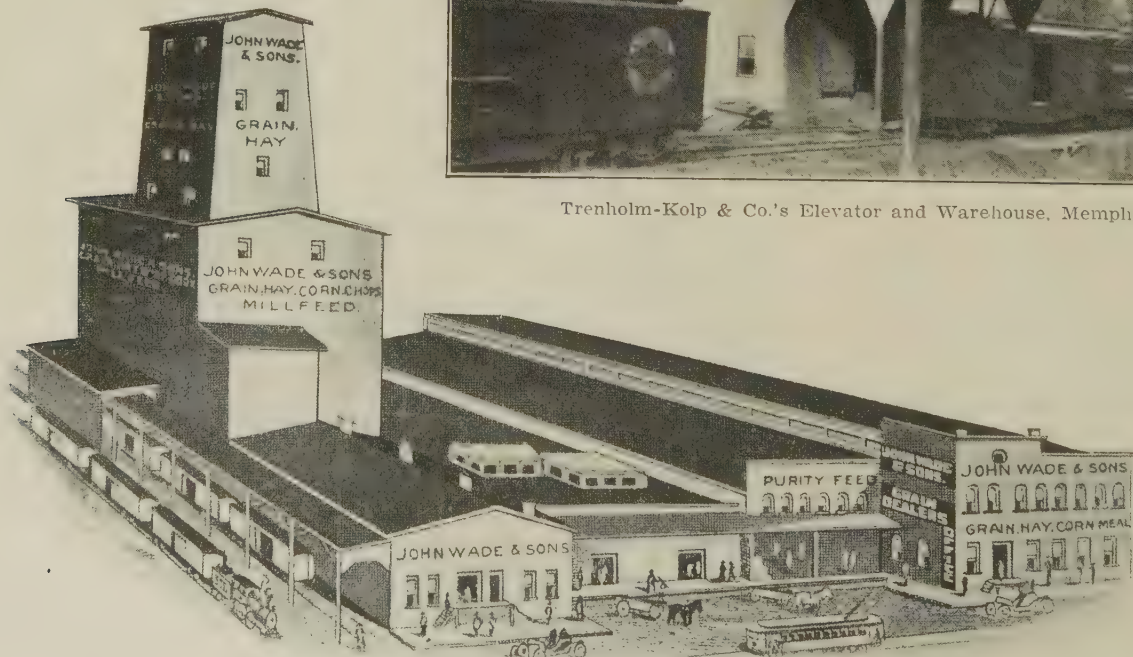
The company's elevator which was built by Fred Friedline, is located on the I. C. R. R. and the Y. & M. R. R. Each of the two receiving sinks, which are side by side, have room for a car load of grain. A belt conveyor carries the grain to the boot of a large receiving leg, equipped with 7x12 inch buckets staggered. Two other legs, which extend to the top are equipped with 7x14 inch and



Jones & Rogers Elevator and Warehouse, Memphis.



Trenholm-Kolp & Co.'s Elevator and Warehouse, Memphis.



John Wade & Sons Elevator and Warehouses, Memphis.

6x12 inch buckets. A short screenings leg is equipped with 4x7 inch buckets, two chop legs 7x12 inch buckets and a feed leg, is equipped with 5x7 inch buckets.

On the first floor of elevator are two automatic bagging scales on overhead trolley, one stationary automatic bagging scale and one portable automatic bagging scale, also one American attrition mill, one Nordyke & Marmon 10x36 roller mill, a No. 10 Monitor Combination Cleaner, a No. 9 Monitor Clipper, one 35-h.p. General Electric Motor. Two 10-h.p., one 20-h.p. and two 50-h.p. motors are controlled from switchboard on first floor. A man lift affords easy access to the cupola where is located a 100,000 bus. hopper scale.

In the basement of one warehouse are 6 Gaunt Feed Mixers and in this warehouse also is found three dormant scales and a Richardson Automatic Packer and Weigher. The elevator proper contains 30 hopper bottomed bins from which grain can be spouted direct to bagging scales or to boots.

The plant is lighted by incandescent lights and equipped with many fire extinguishers and hand grenades. At each end of new hay warehouse is a city hydrant, to which is attached 100 feet of hose. Occasionally the employes are put through a fire drill with the result that

they are well schooled in what to do in case a fire starts.

THE CENTRAL ELEVATOR.

The Central elevator operated by Jones & Rogers, is located on the I. C. R. R., Frisco and belt lines. It has storage room of bulk grain to the amount of 30,000 bus. and warehouse capacity for about 75 car loads.

The hay warehouse across the track from the elevator, affords storage room for about 60 car loads. The elevator has a heavy concrete foundation, is of frame construction, covered with galvanized iron. The plant is equipped with a Richardson Automatic sacking scale, one Nordyke & Marmon chop mill, feed mixing plant and is driven by electricity.

THE MISSISSIPPI ELEVATOR.

The Mississippi Elevator at Binghampton, a suburb of Memphis, is on the tracks of the I. C. R. R., L. & N. R. R. and N. C. & St. L. R. R. It is well equipped with track room, having 1,650 feet near to the elevator. The elevator proper is 36x36x90 feet and has storage room for about 25,000 bus. of bulk grain. All grain is received from cars into either of two receiving sinks, constructed of cement. It

is a cribbed house, built by Fred Friedline.

It has three legs, a receiving leg having 24x7 inch buckets, and two mixing legs having a 12x7 inch and 7x9 inch buckets. The machinery equipment of the plant includes an Invincible Cleaner, a Sprout, Waldron Attrition Mill, a Sprout, Waldron 9x20 Roller Mill, a Sprout, Waldron Ear Corn Crusher, one automatic sacking scale, a hopper scale of 100,000 bus. capacity, and a Gauntt feed mixer. Power is supplied by a 50 h.p. electric motor and transferred to head pulleys by means of rope transmission. This firm has some dairy trade and considerable local feed trade, but depends for most of its business on shipping to the Southeast.

THE VALLEY ELEVATOR.

The Valley Elevator, owned and operated by G. E. Patteson & Co., has 11 hoppers bins of 1,500 bu. capacity each and two small mixing bins. A steel tank adjoining is divided into six flat bottomed bins, the grain being conveyed to and from it by means of belts.

The elevator contains one receiving leg of large capacity which is driven by a 35 h. p. General Electric Motor. The grain from the receiving pit under track shed is conveyed to boot by a screw conveyor and elevated to an 80,000 bus. hopper scale with type registering beam in cupola. Underneath the bins of elevator is a portable bagging scale.

Grain may be conveyed from the elevator to the feed department by means of a large screw conveyor. The feed department of this plant covers considerable ground and among other machinery, contains an Allis hay chopper, with a 40 h.p. fan for blowing the hay up to cyclone above bins. Power for this equipment is supplied by a 100 h. p. General Electric Motor. From the bins above, feedstuffs can be dropped to 2 alfalfa meal feeders. 2 chopper feeders and 2 Gauntt feeders. 2 Monitor Giant Packers are kept busy putting up the feedstuffs for shipment. The bags are removed by a package elevator. An Allis roller mill, together with three short legs which elevate the grain to the different mixing bins above, either before or after its reduction and a 40 h.p. motor complete the feed mill machinery. Underneath this department is a large concrete tank for storing molasses, which is heated and pumped to second floor where it is sprayed over the chopped hay and mixed feed.

The plant is lighted by electricity and equipped with telephones and electric signals. Automatic sprinklers are being installed in the hope of reducing the fire hazard.

DAVIS & ANDREWS ELEVATOR.

The elevator, mill and warehouse of Davis & Andrews Co. is on the tracks of the I. C. R. R. The elevator has storage room for about 50,000 bus. of bulk grain, while the warehouse affords storage room for about 100 car loads. The elevator basement and receiving sink is of concrete, the building being covered with iron. Its large receiving legs have an elevating capacity of 10,000 bus., and a 100,000 bus. hopper scale in cupola is equipped with type registering beams. On the first floor are three automatic sacking machines, and a Nordyke & Marmon chop mill. The elevator is operated by means of rope drives from power plant which operates a well equipped 1,800 bbl. corn mill. The brick warehouse adjoining is equipped with concrete floors and made as near fire proof as possible.



G. E. Patteson & Co.'s Elevator and Warehouses, Memphis.



Elevator and Mill of Davis & Andrews Co., Memphis.

Grain Trade News

ARKANSAS.

Pine Bluff, Ark.—The Marsh Commission Co. has installed a Hess U. S. Moisture Tester.

Little Rock, Ark.—The Brook Mlg. Co., incorporated here Dec. 1, is not interested in grain but will use its charter in mining business.

Little Rock, Ark.—We distribute to Arkansas and the western part of Louisiana only; red oats, Colorado alfalfa hay, Missouri and Illinois corn with husk on are our principal commodities. Business has been fairly good in the past 30 days but very quiet before that.—Joe Daniel.

Little Rock, Ark.—Three of our firms that formerly did a country business now do local only, the country raised so much corn and oats. The large planters raised enough to last all year and are now selling. Instead of prices advancing, as they are doing elsewhere, they remain the same here. Some of us have stuff we bot when prices were down. This is the result of competition. I would rather pay a cent more and get good than take chances on an unknown shippr. Quality counts with us.—George Niemeyer.

Argenta, Ark.—The St. L., I. M. & S. R. R. Co. filed answer in chancery court, Jan. 15, in the case of the state of Arkansas vs. the Iron Mt. R. R. Co., in which the state asked that the railroad be enjoined from operating the Iron Mt. Eltr. here as a public eltr. and mill. The suit was instituted at the instigation of Little Rock men who allege that the Iron Mt. is violating its charter in so operating the plant in competition with those who have their money invested in such plants. The case is set for Jan. 30.—R. T. Brook, Little Rock.

CALIFORNIA.

San Francisco, Cal.—At a recent hearing of representatives of alleged bucket

shops and regular brokers, after an exchange of accusations between the bucket-shop men and the brokers' attorney, the police committee decided to obey the suggestion of the mayor and recommend the passage of an ordinance prohibiting the operation of bucket shops.

San Francisco, Cal.—Members of the Merchants Exchange engaged in the grain trade have adopted a resolution calling on Congressman Kahn to oppose energetically the proposed act providing for a temporary suspension of the duty on barley, which amounts to approximately \$8 per ton. The grain men allege that, as a large stock of barley remains to be marketed in California, the interests of the state demand the maintenance of the duty. While the eastern crop was small, and a failure in some localities, California has an abundant supply for the brewers of the East, who are the principal consumers.

Santa Ana, Cal.—Six grain growers, represented by C. A. Rauth, have lost their suit against the Southwest Warehouse Co., asking damages because they were furnished beardless instead of bearded barley. In the local court they were awarded a judgment for \$20,000, but the supreme court reversed that decision. Four years ago Mr. Rauth and the others bot barley seed from the warehouse company. They had asked for barley and expected to get bearded, the variety usually grown here. Instead they were given the beardless which, they allege, is a poor producer in this locality and they entered suit for damages for short crops. The supreme court ruled that, as the warehouse company had been asked for barley and delivered barley, it should not be held responsible for the farmers' failure to specify the kind they wanted.

CANADA.

Vancouver, B. C.—Balfour, Guthrie &

Co. have opened a branch office here for their export trade.

Lethbridge, Alta.—The Waddington, Stuckey Co., which dealt in grain and hay, has dissolved.

Brock, Sask.—The Goose Lake Grain Co. and the Goose Lake Mlg. Co. will each build an eltr. here.

Medicine Hat, Alta.—The Alberta Linseed Oil Co., having a capital of \$500,000, has decided to build a plant here to be operated by natural gas.

Brandon, Man.—Eltr. No. 1 of the Maple Leaf Mlg. Co. burned early in the morning of Jan. 19. Loss will not exceed \$25,000, fully insured. The eltr. contained but little grain. It will be rebuilt early in the spring. The fire is supposed to have been started by sparks from a passing engine. The burned building stood only 12 feet away from other buildings in the plant.

Ottawa, Ont.—The privy council took up the grain eltr. question at its session Jan. 14, when Sir Richard Cartwright, minister of trade and commerce, submitted three bills, one providing for the creation of a grain commission, another amending the present Manitoba grain act and another amending the inspection and sales act, regarded as of such importance that they were sent back to the department with instructions to consolidate all new provisions in one bill to be known as the Grain Act of 1911, which will be introduced in parliament by the premier, Sir Wilfrid Laurier. This act repeals all the existing grain eltr. and inspection laws, provides a fine of \$5,000 and imprisonment at hard labor for mixing grain and gives the grain commission not only administrative power, but powers of a quasi-judicial character, with authority to take testimony and render judgment on disputed points, such as the railway commission now has. The Minnesota grain act is largely followed in the bill.

COLORADO.

Elbert, Colo.—The Russell Gates Merc. Co. has bot out the Elbert Eltr. Co.

Bovina, Colo.—The Corriba Trading Co. has succeeded the Bovina Trading Co.

Stratton, Colo.—The Farmers Eltr.



Foto by Paul Milloy.

J. J. Wade, of John Wade & Sons, Memphis.

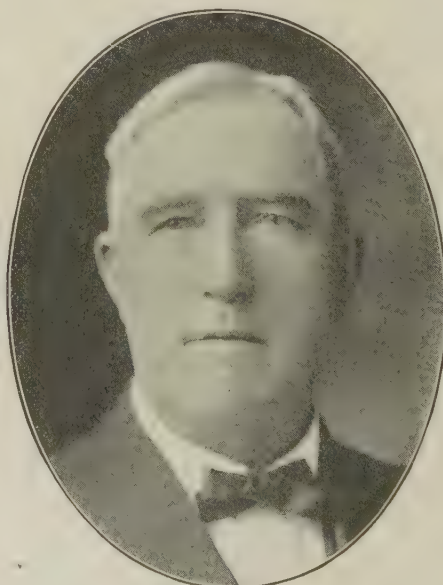


Foto by Paul Milloy.

John Wade, of John Wade & Sons, Memphis.

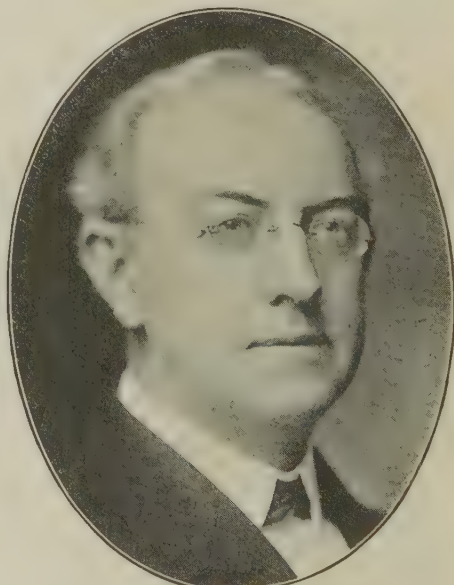


Foto by Paul Milloy.

Thomas M. Wade, of John Wade & Sons, Memphis.

Co. and the Phillipsburg M. & Eltr. Co. have discontinued.—N. H. Fuller & Co.

Flagler, Colo.—Farmers in this vicinity are organizing a company to handle grain and farm products. James M. Officer is a leader in the movement.

Pueblo, Colo.—The Andrew McClelland Merc. I. & R. Co. will soon begin the erection of a fireproof steel and cement warehouse and office building that will furnish additional floor space of about 15,000 sq. ft.—J. F. Sprengle, mgr.

Evans, Colo.—The eltr. here is controlled by the Farr Produce Co. of Greeley, Colo., in buying and shipping potatoes, for which I was mgr. for the past year, but am now in the fuel and grain trade on my own account.—Geo. H. Young.

Canon City, Colo.—W. E. Sidebottom, a merchant of this place, has become associated with J. O. Stearns, formerly mgr. of the Canon City Mill Co., in the operation of the plant.—J. F. Sprengle, mgr. Andrew McClelland Merc. I. & R. Co., Pueblo, Colo.

Denver, Colo.—Government agents have been here observing some so-called brokerage houses in the course of its investigation of bucket shops begun at the instigation of the Chicago Board of Trade. Bucket shops are more numerous in this city now than for a number of years and it is believed that quotations furnished other bucket shops in the West are obtained here.

Colorado Springs, Colo.—Pattison & Depuy have succeeded Arthur S. Ingersoll, the grain merchant who died in his office Nov. 3. The H. A. Robinson Grain Co. has succeeded the F. F. Roby Flour & Storage Co. that has been out of business several years. The Russell Gates Merc. Co. has taken over the wholesale grain trade in this city of the Seldomridge Grain Co.—H., The S. Grn. Co.

Burlington, Colo.—G. W. Bandt, who took over the eltr. of the Phillipsburg M. & Eltr. Co. about a year ago, has enlarged it considerably. He installed cleaning and feed grinding machinery and now has one of the best equipped eltrs. in eastern Colo. He conducts his own business. Abbott Bros. do a light grain trade at this station. The Burlington Mlg. Co. has gone out of business.—O. D. Rogers.

IDAHO.

Lewiston, Ida.—We will have our mill and eltr. completed here in about 60 days.—F. P. Lint, agt. Interior Warehouse Co.

Boise, Ida.—Gov. Hawley has appointed the following new members of the state grain commission: M. W. Harland, Troy; James L. Armstrong, Julietta, and John E. Pincok, Salem.

American Falls, Ida.—We have two warehouses with a capacity of 10,000 bus. each. At present we handle nothing but sacked grain but expect to be able to handle it in bulk this year.—Keith & Greene Grain Co., Ltd.

ILLINOIS.

Arthur, Ill.—C. E. Davis has succeeded Davis & Powell.

Bourbon, Ill.—John Sipp has succeeded Sipp & Goodman.

Tolono, Ill.—Marion Revell has succeeded J. A. Creamer.

Disco, Ill.—H. E. Stevens has succeeded Garrett & Davies.

Lodge, Ill.—Thompson & Dillavon have succeeded P. B. Webster.

Washington, Ill.—H. W. Jenkins has succeeded Jenkins & Hughes.

Armstrong, Ill.—C. L. Wood & Co. have succeeded E. M. Davis.

Gilson, Ill.—The Gilson Grain & Lbr. Co. has succeeded J. E. Potter.

St. Jacob, Ill.—The Valier & Spies Mlg. Co. has succeeded Fred Sohler.

Markham, Ill.—W. B. Groves & Son have succeeded Clary & Groves.

Colvin Park, Ill.—W. C. Ollman has succeeded C. F. Ollman & Sons.

Bone Gap, Ill.—Browns Eltr. Co. has succeeded Wm. Newberry & Co.

Kinsman, Ill.—Thomas Ryan & Son have succeeded W. H. Perrine & Co.

Havana, Ill.—McFadden & Co. have installed a Hess U. S. Moisture Tester.

McNabb, Ill.—John McNabb has succeeded the Illinois Granaries Co. at this station.

Byron, Ill.—W. G. Nelson has resigned as agt. for the Neola Eltr. Co. at this station to go to the southern part of the

state and take charge of a farmers' company.

The Illinois Grain Dealers Ass'n will hold its annual convention in Bloomington June 13-14.

White Heath, Ill.—John W. Anderson has purchased the eltr. and residence of William Murray.

St. Francisville, Ill.—J. B. Griggs & Son have just completed an up-to-date 30,000-bus. corn eltr.

Mansfield, Ill.—W. E. Pike is mgr. for Wm. Wykle who succeeded C. M. Dauberman last summer.

Omaha, Ill.—Gale Bros. Co. contemplate adding a large crib and will replace shingle with metal roof.

Gays, Ill.—We have bot the eltr. here of A. M. Blythe; took possession Jan. 9.—J. W. Moberly & Sons.

Lostant, Ill.—H. C. Vollmar & Co. have purchased the eltr. of the Illinois Granaries Co. of which Mr. Vollmar has been mgr.

Del Rey, Ill.—We have let the contract to McAllister & O'Connor for a 33,000-bu. eltr. to replace ours burned Dec. 14.—Maddin Bros.

Ellis, Ill.—Sells, Burdick & Rice have succeeded E. M. Davis who made an assignment Dec. 14. They will deal in grain, coal and farm implements.

Glasgow, Ill.—The death of Mr. McEvers changed the name of the Smith-Hippen & McEvers Eltr. Co. to the Smith-Hippen Co.—Alex Howard, agt. S-H. Co.

Urbana, Ill.—Miss Eunice Boyer, stenographer for the last five years for S. W. Strong, sec'y Ill. Grain Dealers Ass'n, was married recently to E. C. Fisher of Sandwich, Ill.

Meredosia, Ill.—The Meredasia Farmers Grain Co. incorporated by D. F. Beauchamp, T. B. McAllison and W. F. Roegge, capital stock \$10,000, has succeeded H. L. Deppe.

Mackinaw, Ill.—Benjamin Hoffman has succeeded Ralph Puterbaugh, who resigned his position with the grain firm of Puterbaugh, Walker & Co. to look after some of his father's lands.

Champaign, Ill.—The C., C., C. & St. L. has refused to allow shippers to load

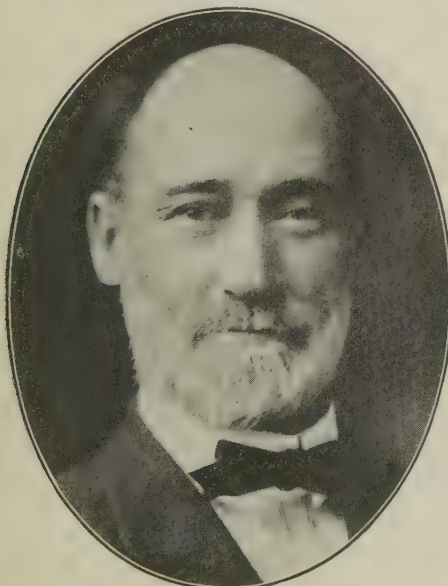


Foto by Paul Milloy.
J. A. Buchanan, of E. C. Buchanan & Co., Memphis.

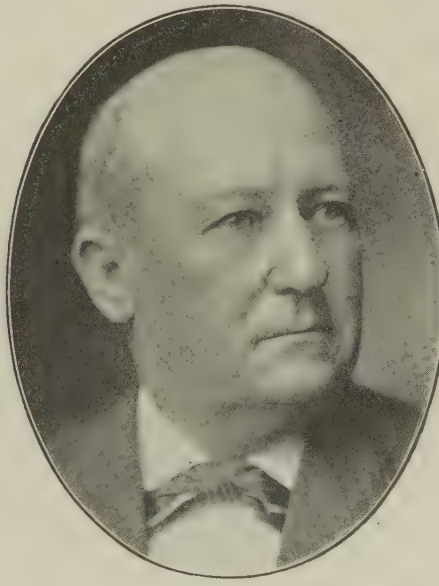


Foto by Paul Milloy.
E. C. Buchanan, of E. C. Buchanan & Co., Memphis.



Foto by Paul Milloy.
Nat. Graves, Sec'y Memphis Merchants' Exchange.

any more cars of grain until the road can clear up its block.—S. W. Strong, sec'y Ill. G. D. A., Urbana, Ill.

Egan, Ill.—Wingert & Clevidence have leased the eltr. here and will enlarge the business to supply needs of farmers in implements, lumber and coal. L. M. Noble, formerly at Maryland, Ill., will have charge.

Plainfield, Ill.—One of the hold-up men wanted for the robbery in the office of the Barr Grain Co. on the evening of Jan. 3 has probably been found. He has a couple of names and was previously indicted for a similar offense.

Windsor, Ill.—Mr. Moberly, who has returned from Blackwell, Okla., where he had a grain business, will operate the eltr. he is planning to build at this station on the Big Four and Wabash, under the name of Jno. W. Moberly & Sons.

Brock sta., Sidney p. o., Ill.—The eltr., owned by A. H. Shelby and operated under the name of the Block Grain Co., was sold at sheriff's sale, Jan. 18, and bot by Ed J. Meloy of Rantoul for \$7,000. Coon Bros. of Rantoul had a mortgage on it for \$7,800.

Springfield fee grabbers have again this month notified all corporations to contribute \$1 to the political workers in the form of a fee for filing a statement giving the location of principal office of the corporation, under pain of having charter canceled.

Bushnell, Ill.—A 500-bu. dump has been put in at the eltr. of George W. Cole and a new gate installed that practically makes the boot non-chokable. At a recent test a 50-bu. wagonload of corn was elevated in 40 seconds and repeated with subsequent loads.

Jacksonville, Ill.—Clary & Groves, the grain buyers who had headquarters here and an eltr. at Markham, have dissolved partnership by mutual consent. John W. Clary retires and the business will be continued by Wm. B. Groves at the eltr. in Markham.

The following have recently been admitted to membership in the Illinois Grain Dealers Ass'n: H. E. Stevens, Disco; Thompson & Dillavon, Lodoe; Waynesville Grain Co., Waynesville, Ill.; Bassett Grain Co. and Hoosier Grain Co., both of Indianapolis, Ind.; and E. E.

Buxton and S. M. Bray & Co., both of Memphis, Tenn.

Joliet, Ill.—George B. Norton of Lockport is endeavoring to interest Chicago capital in the erection of an eltr. at this point, on the grounds that, since Joliet has but one, much grain that should come here now goes to Spencer, New Lenox, Manhattan and other neighboring places.

Springfield, Ill.—A bill has been introduced in the Illinois legislature empowering the commissioners of the state penitentiaries at Joliet and Chester to turnish prisoners for labor on highways outside of incorporated cities and villages, on request of the proper authorities.

Peoria, Ill.—So sure were the caucus nominees of the Board of Trade that no opposition would develop at the election, Jan. 9, that T. J. Pursley, now president, had an elaborate luncheon ready to serve after the formality of casting the votes. Forty-nine members were present at the election.

Peoria, Ill.—Luther L. Thurber, a retiring director of the Board of Trade and a director of the Chamber of Commerce, died suddenly of pneumonia, Jan. 12. He is survived by his widow and two sons, Seymour J. and Miles S. Thurber of Minneapolis. His body was taken there for interment.

Abingdon, Ill.—Charles B. Clark has bot the eltr. in the Ia. Cent. that formerly belonged to T. F. Young and was recently traded to Brooks & Lantz. His partner is C. E. Stumbaugh. They write: "We are just starting in the grain business, successors to Brooks & Lantz."—Stumbaugh & Clark.

Urbana, Ill.—At the grain show in connection with the corn growers' convention at the University of Illinois this week, J. H. Thrash of Tolono was awarded the prize cup for yellow corn. R. A. James of Charleston exhibited the winning white corn. John Shilly of Whiteside County was declared to have the best oats and T. F. Ellis of Stephenson Co. the best wheat.

Carthage, Ill.—E. P. Cutler has purchased the eltr. and grain business of Mrs. Ida A. Cutler, widow of Francis M. Cutler, that was established 18 years ago. He has also bot the grocery stock

of James McCarty, who managed the grain business for Mrs. Cutler since her husband's death in 1906 and will remain in charge until the new owner gets acquainted with the business.

Piper City, Ill.—In one day recently 194 wagon loads of corn were received at the eltr. of Geo. D. Montelius & Co. from five shellers, besides a number of loads from one farmer who was hauling corn 13 miles with several teams. The chief feature of the haul was that nearly every man brot two loads, driving one team and leading another. In this way one man recently brot in 218 bus. with three teams. They have several times taken in 400 loads in a day and recently shipped 47 cars of corn in three days.

Cairo, Ill.—The 21st annual meeting of the Board of Trade was held Jan. 17 after an elaborate banquet. The relation of the Board of Trade to the various interests of Cairo were discussed by the following speakers: J. B. Magee, "Manufacturing;" C. L. Keaton, Jr., "The Jobbers;" A. E. Rust, "Grain;" C. S. Carey, "Lumber;" L. H. Mussman, "Railroads;" Mayor Geo. Parsons, "The City," and John C. Fisher, "The Press," after which the officers for 1911 were elected. H. S. Antrim was unanimously re-elected pres. after declining another term; Chas. S. Carey, vice-pres.; Phil C. Barclay, sec'y, Chas. Cunningham, treas.; John S. Aisthorpe, Chas. Feuchter, W. H. Wood, Geo. Parsons, H. E. Halliday, J. B. Magee and W. J. Johnston, directors.—W. S. Powell, chief grain inspector.

Peoria, Ill.—The transportation committee of the Board of Trade met with representatives of the east and north bound freight lines, Jan. 6, to protest against the demands made by Chicago grain shippers for proportionate lake-and-rail rates on grain east of Buffalo, N. Y. It was set forth at the meeting that the rates desired by Chicago shippers would be much lower on a lake-and-rail basis during the months of open navigation than all-rail rates from interior points would be at any season of the year. It was declared that if this proposed differential were granted, Chicago shippers would have a rate about 5 per cent lower than any western city not located on the Great Lakes. An official protest has been drafted as a result of



Photo by Paul Milloy.
T. L. Davis, of Davis & Andrews, Memphis.



Photo by Paul Milloy.
T. B. Andrews, of Davis & Andrews, Memphis.

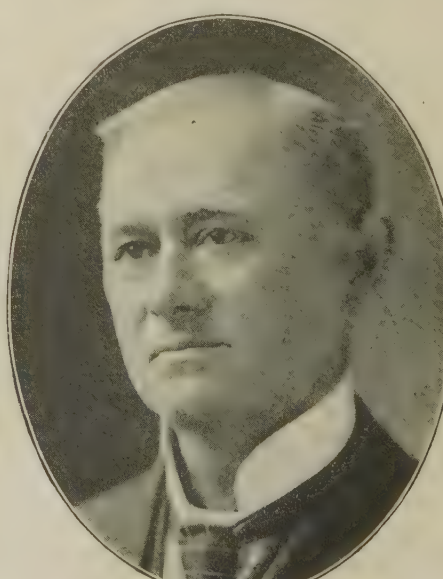


Photo by Paul Milloy.
Walter Webb, of Webb & Maury, Memphis.

this meeting and presented to the Board of Trade for ratification before being forwarded to the general meeting for readjustment of rates to be held in New York City before the close of the present month.

CHICAGO NOTES.

Edward G. Heeman has formed connections with W. H. Lake & Co.

A. O. Jones, of Ware & Leland, has planned a voyage to the Hawaiian Islands.

The Armour Grain Co. has installed a Hess U. S. Moisture Tester in its Central "A" eltr.

James Leary of Dubuque, Ia., has been expelled from the Board of Trade for uncommercial conduct.

Walter Blowney has been re-elected assistant sec'y of the Board of Trade by the board of directors.

Alson Ellis Clark, for many years prominent in the grain trade of Chicago, died Jan. 15, aged 72 years.

On Friday, Jan. 13, C. H. Thayer & Co. received a carload of corn, the number of the car being 13.13.13.

Walter Lockwood, one of the oldest members of the Board of Trade, died recently at the age of 84 years.

The home of W. H. Lake, pres. of W. H. Lake & Co., was entered by burglars recently and robbed of \$3,000 in furs and jewelry.

Shaffer & Stream will handle the hedging sales of J. C. Shaffer & Co. hereafter, clear their own trades and do a regular commission business.

A meeting will be held in Chicago Feb. 8, by the Council of North American Grain Exchanges to consider "How to Obtain a Larger Yield of Better Grain."

CHICAGO CALLERS: I. J. Fitzgerald, Mgr. Grain Dealers Fire Ins. Co., Sioux Falls, S. D.; S. W. Strong, Urbana, Ill., sec'y Illinois Grain Dealers Ass'n.

A petition has been handed to the board of directors asking that the new blackboard being erected in the smoking room be used at least partially for statistics.

During 1910, 131 arrests were made for the theft of grain from cars in the

yards. Of those arrested, 44 were fined, 69 paroled and 12 sent to the John Worthy School.

The Board of Trade was represented at the recent National Board of Trade convention at Washington by R. S. Lyon, W. H. Perrine, B. Frank Howard and Sec'y Geo. F. Stone.

The annual assessment on the Board of Trade has again been fixed at \$75, payable in two semi-annual installments. There is also an additional assessment of \$25 for purchasing memberships.

The transportation department of the Board of Trade has issued a booklet containing local and proportional rates to Chicago on grain from Illinois-Iowa-Indiana specific group points to trunk line territory.

A meeting of the railroad and warehouse commission will be held in Chicago Feb. 9, at which disputed points in the commission's classification of freight rates will be settled. A reduction of rates will be asked on seeds.

Eugene B. Purtelle, pres. of Purtelle & Co., has filed a voluntary petition in bankruptcy, scheduling debts of \$707,933 and assets of \$50,989. Supposed creditors have denied the existence of nearly \$300,000 of the debts.

Louis A. Steinbrock, a trader on the open board of trade, was arrested recently in company with Miss Eleanor Rembrandt, who is charged with using the mails to defraud men who had answered her matrimonial advertisements. Steinbrock is said to have been the woman's "affinity."

Herman J. Trumbull, pres. of the H. J. Trumbull Co., died Jan. 21, aged 65 years. Mr. Trumbull engineered a corner in beans in 1897 in anticipation of the Spanish-American war, buying beans until 3 large warehouses were filled. With the war, the market went up rapidly, Mr. Trumbull making a handsome profit.

Games to be played by the Board of Trade Indoor Baseball League during the next two weeks are as follows: Jan. 26, Armour vs. Rosenbaum Bros.; Jan. 30, Bartlett, Frazier vs. Peavey; Jan. 31, Armour vs. Wagner; Feb. 1, Finley, Barrell vs. Lamson; Feb. 2, Chapin vs. Rosenbaum; Feb. 6, Armour vs. Finley, Barrell; Feb. 7, Bartlett, Frazier vs.

Chapin; Feb. 8, Wagner vs. Rosenbaum; Feb. 9, Peavey vs. Lamson.

Herman H. Kenkel has applied for membership in the Board of Trade and John J. Herron has posted his membership for transfer. The board of directors has admitted to membership Gustavus T. Donnell, Robert Pettit, Wm. L. Phelps, Michael Necas, Archer E. Hayes, Lawrence Galaher and Ernst Tietgens. Memberships are selling for \$2,750.

Dr. Paul Burmaster, pres. of the Anti-Gambling League, has brot suit against James A. Patten and J. Ogden Armour for \$10,500,000. The suit is alleged to be based upon an Illinois statute which allows recovery in gambling debts for three times the amount lost. It is not taken seriously, as the gentlemen named have had no dealings with complainant.

The edge seems to be off the timothy hay market, and looks as if prices will work still some lower, as receipts are somewhat heavier, and buyers are taking advantage to force prices down. We do not look for the severe break, but expect to see hay sell \$1.00 or \$2.00 lower before long. Hay is still high and present prices should induce shipments. The weather is ideal for moving hay, and we look for rather free movement for some time.—W. R. Mumford & Co.

The annual financial statement of the Board of Trade shows receipts of \$435,541 and expenditures of \$459,533 for the year ending Jan. 9, compared with \$422,520 received and \$429,775 expended in the previous year. Cash on hand Jan. 9, 1911 was \$98,399, as compared with \$122,933 on hand a year ago. A decrease of \$50,200 was made in the bonded indebtedness, which is now \$1,044,300 bearing 4% interest. The membership was reduced by 19 during the year, now having 1,647 members.

At a recent meeting of the directors of the Board of Trade, Henry S. Robbins was re-appointed attorney and Chester Arthur Legg counsel for the executive committee. Other re-appointments were: Ernest A. Hamill, treas.; Geo. M. Reynolds, treas. of clearing-house; Samuel Powell, mgr. clearing-house; Henry A. Foss, weighmaster; Robert P. Kettles, chief grain sampler; Percy H. Bevis, assistant sampler; Henry R. Whiteside, hay inspector; Wm. M. Hopkins, mgr. trans-



Foto by Paul Milloy.

H. J. Hasenwinkle, of H. J. Hasenwinkle Co., Memphis.

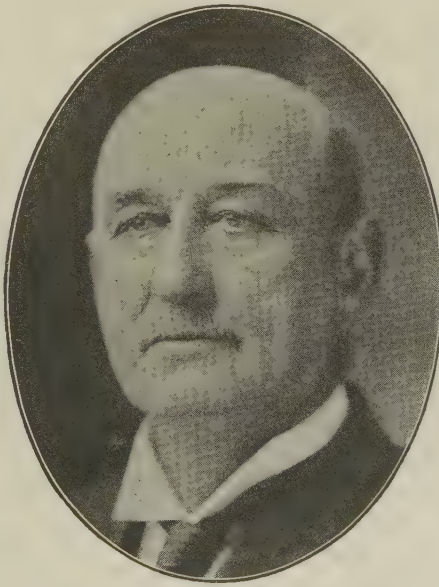


Foto by Paul Milloy.

G. S. Scruggs, of Scruggs, Robinson & Co., Memphis.

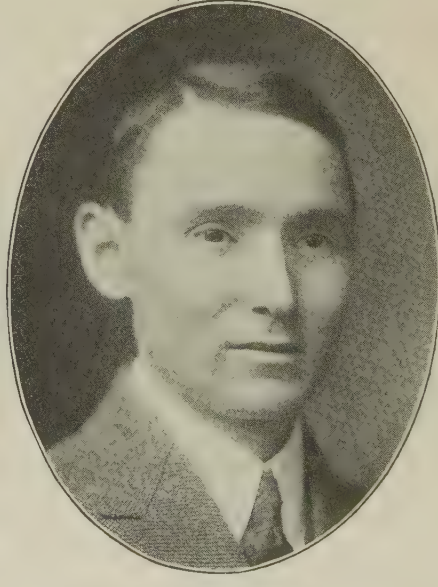


Foto by Paul Milloy.

Charles G. Robinson, of Scruggs, Robinson & Co., Memphis.

portation department, and Chas. F. Lias, flaxseed inspector.

John W. Rodgers, western mgr. of W. R. Holligan & Co., was arrested Jan. 13, upon the charge of perjury in connection with the federal investigation of the Capital Investment Co., Sid McHie's alleged bucket-shops. In connection with the arrest, it became known that the Board of Trade had been making secret inquiries into the affairs of W. R. Holligan & Co. for some time.

Some of the standing committees of the Board of Trade for 1911 are: Membership committees, Ed. Andrews, Frank M. Bunch and Wood; warehouse committee, Theo. E. Cunningham, James C. Murray and Ed. Andrew; grain committee, James C. Murray, Chas. B. Pierce, W. N. Eckhardt, E. L. Glaser, F. B. Rice, Geo. A. Wegener and A. L. Somers; violation of rules committee, Chas. P. Randall, Ed. Andrew, Frank Bunch, Theo. E. Cunningham, Wood and R. E. Tearse; committee on insolvencies, A. E. Cross, Chas. P. Randall and L. F. Gates.

J. C. F. Merrill, the new pres. of the Board of Trade, in his inaugural address delivered Jan. 16, sounded what is believed will be the key-note of his administration when he expressed the view that only a gradual and steady solution of the problems of that body would result in its ultimate success. Among the subjects which Mr. Merrill touched upon was that of the market letters, scoring those alluringly written and recommending a plain presentation of the facts of market conditions and conclusions based on such facts. He said: Open invitations to come into the market, "just for a scalp" or to "make some easy money," are reasonably objected to as being typical of gambling and without having a serious business intention. This is the conclusion of courts of law, of legislatures, both state and national, and has been stated by them in language so plain as to make its meaning impossible of misunderstanding. I shall, therefore, favor a larger censorship by the officers of the board of the literature emanating from our members. Mr. Merrill also referred to the extension of private wires saying that such action would create distrust and result in legislation that would result in serious detriment to future

trading. Mr. Merrill also put himself on record as opposed to corners.

INDIANA.

Marion, Ind.—We have succeeded The Burge Mlg. Co.—Burge-Thomas Mlg. Co.

Greenwood, Ind.—B. F. Tucker is planning to build an eltr.

Terhune, Ind.—C. A. Ashpaugh has succeeded W. F. Iutzi.

Waldron, Ind.—Otto Wagner is scoop-shoveling at this place.

Adams, Ind.—I have installed a B. S. Constant Sheller in my eltr.—A. Boling.

Union City, Ind.—The Jno. Parent Co. has installed a Hess U. S. Moisture Tester.

St. Paul, Ind.—Martin & Ranke and the St. P. Grain & Stock Co. are scoop-shoveling here.

Lyons Station, Ind.—Thos. O. Stanley has taken a partner for life and gone to housekeeping.

Rushville, Ind.—We have succeeded J. K. Hinkle & Co. in the grain business.—C. W. Hinkle & Co.

Kennard, Ind.—We have remodeled our eltr. and installed new machinery.—Thomas Kinder & Co.

Metamora, Ind.—Fred Badgely from Zanesville, O., has bot the eltr. and mill here from Walter A. Meloy.

Petersburg, Ind.—The eltr. of the John Brenton Eltr. Co. now belongs to Kinman & Calvin.—Harry Haines.

Greensburg, Ind.—We have installed a new 125-h. p. gas engine in our mill.—John F. Russell, pres. Garland Mlg Co.

Elwood, Ind.—C. F. Davison, a regular dealer of Bluffton, Ind., is doing a scoop-shovel business here this winter.

Terre Haute, Ind.—The recently incorporated Hudnut Co. intends to build a large eltr. here. B. J. Hudnut is pres.

Marco, Ind.—We have raised our eltr. 16 feet, also installed a Western Sheller and Cleaner.—C. W. Church, mgr. Marco Eltr. Co.

Camden, Ind.—The Farmers Grain & Supply Co., organized by 120 farmers and business men, has started its new 30,000-bu. eltr., built by the Burrell Eng. & Const. Co. J. J. Reeder is mgr. M.

W. Dillen, a brother of M. T. Dillen is sec'y.

Logansport, Ind.—F. M. Blessingham, formerly a track buyer at this point has retired from the grain business.—C. C. Bishop of Bishop Eltr. Co.

Burket, Ind.—David Rowland, who recently purchased an interest in the eltr. of G. W. Denny, has moved his family here from Silver Lake, Ind.

New Harmony, Ind.—This season our grain business has been double that of last. Corn has been good. Everything is satisfactory.—Crabb & Fitton.

East Mt. Carmel sta., Mt. Carmel p. o., Ind.—John Reichard, who formerly owned an eltr. at Veedersburg, is now operating the eltr. here on the Southern Ry.

Athens, Ind.—I am putting a new boiler in my eltr. at this station and a new furnace in that at Germany sta., Rochester p. o.—B. E. Noftger, Rochester, Ind.

Morristown, Ind.—Thieves recently broke into the eltr. of the Mull Grain Co. and stole 16 bus. of clover seed valued at \$8.50 per bu. They hauled it away in a wagon.

Townley sta., Baldwin p. o., Ind.—The Townley Grain & Supply Co. incorporated; capital stock, \$10,000; directors, William Townsend, Dominick Loriden and R. J. Mowrey.

Centerton, Ind.—The Rothrock Eltr. Co. has just completed its eltr., replacing the one burned Oct. 18, 1910. The capacity is 14,000 bus. Reliance Const. Co. had the contract.

Indianapolis, Ind.—The Board of Trade has declared the usual quarterly dividend of 1%. The financial statement for the calendar year of 1910 shows net profits of \$26,058, a gain of \$5,631 over the previous year.

Summitville, Ind.—The Broyles Eltr. Co., composed of Robt. B. Broyles, farmer, and J. P. Shoemaker, experienced grain dealer, has bot the new eltr. of O. C. Gordon, taking possession Jan. 16. Mr. Broyles will be mgr.—J. N. Gordon.

Hobbs, Ind.—Safe-crackers blew the safe in my eltr. Saturday night, Jan. 7th, with nitro-glycerine. They must have been disappointed in finding no money in the drawer. Bloodhounds were put



Foto by Paul Milloy.

W. M. Farabee, of Farabee-Treadwell Co., Memphis.



Foto by Paul Milloy.

J. R. Coleman, of Farabee-Treadwell Co., Memphis.

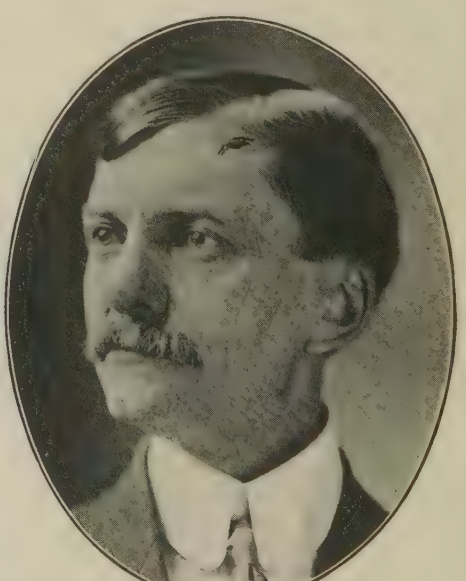


Foto by Paul Milloy.

W. D. Moon, of W. D. Moon & Co., Memphis.

on the track of the burglars, but no trace of them has been found.—W. S. Richey.

Ossian, Ind.—I have sold my interest in the Beatty & Doan Co., which will continue under the same name with W. R. Beatty, pres.; T. A. Doan, vice pres.; C. A. Beatty, sec'y and H. W. Beatty, treas.—W. M. Doan, former sec'y-treas.

Frichton, Ind.—Walker & Chambers west eltr. on the B. & O. R. R. was burned at 1 a. m., Jan. 16. Loss total, \$10,000; insurance, \$4,000. Some salvage on grain, clover seed and flour. The dust house, 12 ft. from the engine room, was burned Sunday evening and fire in cupola had been extinguished.

Jamestown, Ind.—We noticed photograph in the Journal, page 57, of a big load of oats at Pocahontas, Ia. Our records show even larger two-horse loads brot to our eltr. last August: one load of oats, Aug. 3, 216 bus.; one load, Aug. 12, 217 bus.; two loads, Aug. 13, of 214 and 203 bus. of oats and several loads at other times of 190 to 200 bus.—Stafford Grain Co.

Shadeland, Ind.—Robt. Alexander, who owns eltrs. at Buck Creek and Colburn, has let the contract to the Reliance Construction Co. for a 20,000-bu. cribbed eltr. steam power sheller, cleaner and automatic scales. The house will have 2 legs with 7x16 cups, 40-h. p. engine and is to be completed in 40 days. The foundation is in. Mr. Alexander has bot the site of the Shadeland Grain Co.'s burned eltr.

Uniondale, Ind.—Suit has been started in the circuit court by C. F. Davison, against O. L. Cupp, alleging that he and the defendant entered into partnership to deal in grain at this station, Mr. Davison to furnish the capital and Mr. Cupp to do the work with an equal share of the profits. Mr. Davison alleges that when Mr. Cupp severed his connection with the Uniondale Eltr. he had furnished him \$15,000, of which \$4,000 was not accounted for.

Lafayette, Ind.—At its annual meeting here, Jan. 11, the Indiana Corn Growers Ass'n elected L. B. Clore of Franklin, pres.; Oliver Kline of Huntington, vice-pres.; Prof. C. I. Christie of Lafayette, sec'y-treas. The principal awards in the corn show were won by Roy D. Clore of

J. W. Kerlin, Rockfield, sweepstakes on yellow corn; L. H. Vogler, Hope, gold medal for sweepstakes on mixed corn; P. J. Lux, Shelbyville, best single ear; R. S. Jones, Terre Haute, best ear of hominy corn; William Fritch, Corrunna, Indiana Grain Dealers' trophy for championship on oats; G. J. Saverman, Crown Point, gold medal for championship on wheat.

Indianapolis, Ind.—Finch, McComb & Co. entered suit, Jan. 17, against the Churchill Grain & Seed Co. of New York for \$10,000 damages for libel. The statements are alleged to have been published at the instigation of the defendant in Buffalo, N. Y., and resulted in damage to the plaintiff because of their connection with the Corn Exchange of Buffalo. The amount of the alleged debt was \$479.02. At the same time the libel suit was filed, Finch, McComb & Co., also filed a complaint on account against the Churchill Grain & Seed Co. The complaint alleges the defendant contracted for 25,000 bus. of oats to be delivered in 1909. The defendant, grand championship ten ears; livery was made, it is said, and it is alleged there is a balance of \$637.16 due. On another alleged contract the amount said to be due is placed at \$494.03.

IOWA.

Elliott, Ia.—H. E. Moore has purchased the eltr.

Corning, Ia.—Ed Lehn and W. S. Lyons are scoopers.

Stacyville, Ia.—The Farmers Eltr. Co. has succeeded York Covey.

Dunkerton, Ia.—A. G. Agnew has succeeded the Agnew Grain Co.

Emmettsburg, Ia.—Theile & Oelfke are in the grain business at this point.

Randall, Ia.—G. P. Christianson has installed a Hess U. S. Moisture Tester.

Forest City, Ia.—Henry Denzel has taken over the business of Siebert Bros.

Alta, Ia.—P. Morrissey has bot an interest in the eltr. of the Farmers Eltr. Co.

Clarksville, Ia.—Watland, Weinberg & Christiansen have succeeded George O. Watland.

Sioux City, Ia.—The Farmers Co-Operative Eltr. Ass'n of Iowa will hold

its annual convention at this city Feb. 1 to 3.

Morse, Ia.—Elize Liquin has succeeded the Clinton Grain Co. whose eltr. here burned Jan. 3.

Kamrar, Ia.—The recently incorporated Farmers Eltr. & Supply Co. has succeeded the Neel Grain Co.

Lehigh, Ia.—The recently incorporated Farmers Eltr. Co. has bot the eltr. of George W. Post & Son.

Fort Dodge, Ia.—The Gt. Western Cereal Co. has commenced rebuilding its cornmeal mill that burned Dec. 20.

Fontanelle, Ia.—Machinery has been installed in the recently completed eltr. of the Dunlap Grain & Eltr. Co.

Blairsburg, Ia.—E. A. Brown has installed automatic scales in his eltrs. here and at Alta, Ia.

Struble, Ia.—The eltr. of the Farmers Eltr. Co. burned Jan. 12. It was built three years ago as a cost of \$5,000.

Lake Park, Ia.—The eltr. of Greig & Zeeman burned in the evening of Jan. 19, with 10,000 bus. of grain.

Hubbard, Ia.—The Farmers Eltr. Co. has bot the eltr., coal and feed business of C. C. Buck for \$11,000.

Woolson, Ia.—The eltr. I bot here last month will be operated under the name of the Woolson Grain Co.—Ralph F. Eck.

Grant, Ia.—The eltr. erected here by the Atlantic M. & Eltr. Co. of Atlantic, Ia., is operated under the supervision of J. A. Campbell.

Dayton, Ia.—Elmer Shostrom has purchased an interest in the eltr. of Chris Williams, which will be operated under the firm name of Williams & Shostrom.

Dows, Ia.—Andrew Erickson, who has been mgr. for the Farmers Grain & Lbr. Co. for the last three years, has resigned. His successor comes from West Bend.

Guernsey, Ia.—John Swecker, who was thrown from a load of hay, Dec. 31, and had his arm broken, is recovering satisfactorily.

Des Moines, Ia.—The B. A. Lockwood Grain Co. has bot the interest of Clinton Shannon in the mills of Shannon & Mott, which gives the Lockwood Co. practical control, as Mrs. Gertrude C.

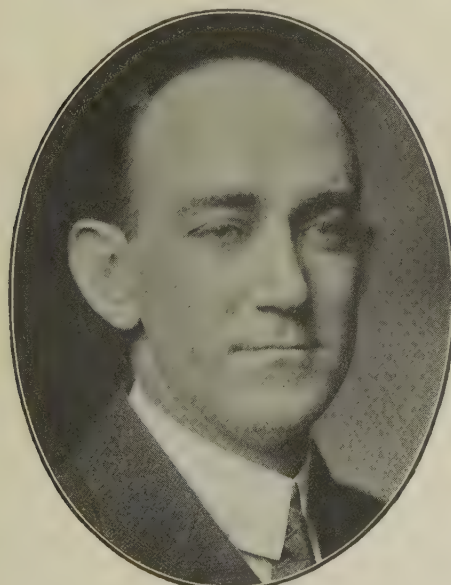


Foto by Paul Milloy.
Sim Clark, of Clark, Burkle & Co., Memphis.



Foto by Paul Milloy.
J. G. Burkle, of Clark, Burkle & Co., Memphis.



Foto by Paul Milloy.
J. E. Tate, of J. E. Tate & Co., Memphis.

Mott is understood to be the only member of her family that retains any stock.

Sibley, Ia.—The Farmers Eltr. Co., for which J. C. Broughton is buyer, is considering remodeling its eltr. this spring.—F. A. Lowry, mgr. Fulton Eltr., Fulton, Ill.

Matlock, Ia.—The eltr. of the Farmers Eltr. Co. burned at 2 a. m., Jan. 11. It contained about 12,000 bus. of grain. Loss on building, \$5,000; insurance, \$4,000.

Sheffield, Ia.—A. J. Froning has succeeded Williams Bros., who will engage in other business. Mr. Froning was formerly in the grain business here and at Allison, Ia.

Ida Grove, Ia.—C. M. Good, successor to the Ober-Kingsbury Grain Co. at this point, has enlarged his engine house, and installed a new 8-h. p. gasoline engine and contemplates additional improvements soon.

Gruver, Ia.—Fire caused by the explosion of an airtight soft coal stove in the office of the Rippe Grain & Mfg. Co., Jan. 6, destroyed the eltr., which contained 10,000 bus. of grain all more or less damaged. Mr. Rippe estimates the loss as at least \$6,000, with insurance enough to cover it nearly.

Luton, Ia.—A fire that started in the engine room of the farm eltr. of Payne & Sargisson, a mile from this station, destroyed it Jan. 11 with 9,000 bus. of corn, barley and oats. The eltr. valued at \$10,000, had \$5,000 insurance; no insurance on grain. A string of cribs nearby was ignited several times, but saved by snow thrown on the fire.

Ames, Ia.—At the annual meeting of the Iowa Grain Improvement Ass'n, held here Jan. 14, B. A. Haymond of Laporte City was elected pres.; Fred McCulloch, Hartwick, vice pres.; L. C. Burnett, Ames, sec'y-treas. Proceeds of the corn and grain sale amounted to \$140 with about \$100 worth unsold for lack of time; proceeds of the junior sale, \$261.

Sioux City, Ia.—At the annual meeting of the Board of Trade E. A. Fields was elected pres.; M. King, vice pres.; George B. Whittemore, sec'y-treas.; directors, H. J. Hutton, J. H. McKeane, William Slaughter, John McHugh and F.

L. Easton. Mr. Fields reported that the grain business of Sioux City had been 50% larger in 1910 than in the preceding year.

Sioux City, Ia.—Arguments by attorneys in the case of the Terminal Eltr. Co. against the railroads entering Sioux City, will be heard by the Interstate Commerce Commission at Washington, D. C., Feb. 11, according to a notification sent George T. Bell, commissioner of the Traffic Bureau of the Commercial Club. Thru this action Sioux City shippers hope to obtain proportional rates on grain shipments.

New members of the Western Grain Dealers Ass'n are: Dolder Bros., Pioneer; DeCou Bros., Woodbine; Everly Grain & Lbr. Co., Everly; Muller & Brockmann and Watland, Weinberg & Christiansen, Clarksville; Iowa Grain Co., Cedar Rapids; A. G. Agnew, Dunkerton, H. Ross Agnew, Fairbank; Bedell Bros., Irvington; A. C. Croft Seed Co., Moulton; A. B. Elliott, Whiting; H. E. Froning, Chapin; George A. French, Cherokee; M. Goltry, Newell; Gladstone Bros., Burdette; C. M. Good, Ida Grove; P. J. Harvey, Gowrie; S. C. Hill, Portland; J. E. Hale, Collins; O. Kaeberle & Co., Newhall; R. A. Ludeman, Kesley; Leo-Stade Grain & Lbr. Co., Huntington; C. E. Lowry & Son, Cushing; A. A. Marshall, Malvern; Noble & Reed, Hamburg; O. H. Pearson, Altoona; Theile & Oelfke, Emmetsburg, and Wheeler Grain Co., Ledyard, Ia.; also the Corn Products Refining Co. of Chicago and the McCaull-Webster Eltr. Co., Minneapolis, Minn.—George A. Wells, sec'y Western G. D. Ass'n, Des Moines, Ia.

KANSAS.

Vermillion, Kan.—A. D. Cook died very suddenly recently.

Lyons, Kan.—Mrs. Susan Wills is having a 5,000-bu. corn eltr. erected.

Leona, Kan.—The gasoline tank of McCormick Bros. eltr. was burned, Jan. 12, BUT the eltr. was saved.

Seward, Kan.—The Kansas Eltr. & Grain Co. has bot the eltr. here of the J. W. Craig Grain Co. R. C. Gates is mgr.

Redfield, Kan.—The farmers, who recently purchased the grain business from

the Redfield Lbr. Co., will continue it under the same name.

Phillipsburg, Kan.—W. H. Brandt has purchased the interests of S. W. Grubb in the Phillipsburg Mill & Eltr. Co., which has several country eltrs. on the Rock Island, and is having a new eltr. built.

Kensington, Kan.—Farmers in this vicinity have organized a grain and lumber company; capital stock, \$12,000. G. W. Douglas is pres.; H. Grauerholz, vice pres.; T. E. Leeper, sec'y-treas.; E. H. Colvin, mgr.

Coldwater, Kan.—Harry Marshall, mgr. of the Farmers Eltr. Co., is visiting relatives and grain men in Rice and Reno Counties where he first became acquainted with the grain business.—Earl Martin, Farmers Grain, L. S. & Co-op. Merc. Ass'n.

Ford, Kan.—At the annual meeting of the Ford Eltr. & Supply Co., Jan. 9, the old officers were re-elected with the exception of the pres. and treas., who had moved away. The report showed a gratifying volume of business done on good profit.—E. W. Olson, mgr.

Topeka, Kan.—I make my headquarters in this city; am doing a general shipping business in grain and produce. I sold both my eltr. and home in Perry, Kan., and purchased three eltrs. from the Midland Eltr. Co., located at Grantville, Kiro and Belvue, Kan.—M. W. Cardwell.

Larned, Kan.—A banquet here in the evening of Jan. 7 for members of co-op. eltr. companies in Pawnee County was attended by representatives of such companies as Garfield, Rozel, Ray, Pawnee, Rock and Larned. E. E. Frizell delivered the address of welcome, to which J. W. Gaston responded. E. Row discussed "The Relation of the Board of Directors to the Manager." A. H. Lupfer led the discussion on how to advance the interests of their companies.

Great Bend, Kan.—R. W. Arndt has bot an interest in the Moses Bros. M. & Eltr. Co. and has become its sec'y. The Moses company is one of the large milling and grain firms of Kansas and has about 30 eltrs. in the western part of the state. Until Mr. Arndt's purchase it was

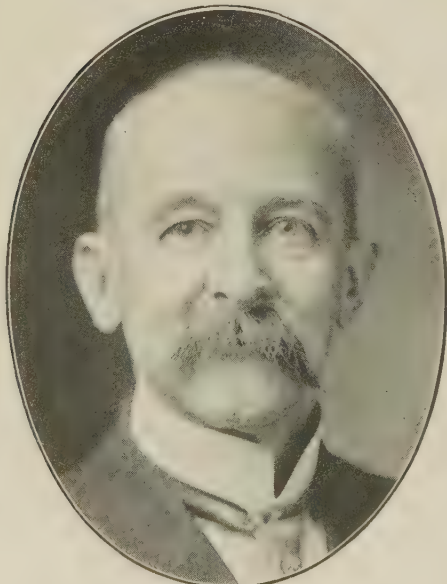


Foto by Paul Milloy.
George Read, of W. P. Brown & Co., Memphis.



Foto by Paul Milloy.
W. P. Brown, of W. F. Brown & Co., Memphis.

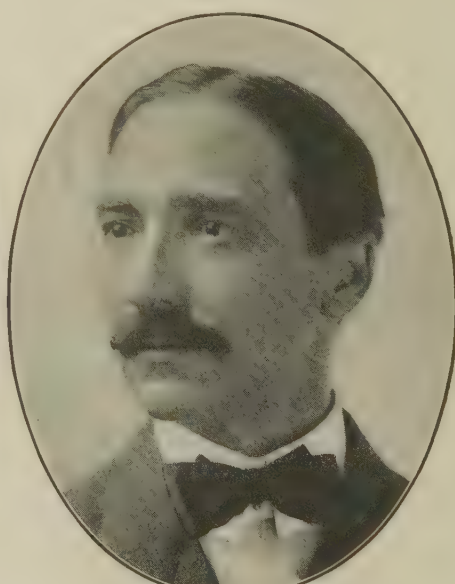


Foto by Paul Milloy.
E. R. Gardner, Chief Grn. Inspector & Weighmaster, Memphis Merchants' Exchange.

owned and managed by the three brothers, L. E., C. L. and E. W. Moses. Mr. Arndt comes here from Kansas City, where he has been three years as mgr. for the Southwestern Mlg. Co.

No further prosecutions are likely in the investigation of the condition of the Kansas grain department of two years ago, as the two remaining charges against the former state grain inspector, John W. Radford, were dismissed Jan. 11 and the charge against the former chief clerk, A. D. Crotts, will also be dismissed. Mr. Crotts was the principal witness for the state in the charges dismissed. Mr. Radford was tried last month on a charge of misusing funds and was acquitted.

Hutchinson, Kan.—The Kansas Grain Co., that has its headquarters in this city and a string of eltrs. thru western Kansas, was sold by T. J. Templer, its founder and principal owner, to a new company headed by L. B. Young of Lyons, Kan., who has been head of the Lyons Mlg. Co. He retains his interests there, where he has lived for the last five years, but will move to Hutchinson. He was associated with Mr. Templar in the organization of the Kansas Grain Co. Its new officers are L. B. Young, pres.; J. W. Burns, vice pres.; R. W. Vance, sec'y. Mr. Templar will retire. He is one of the veteran grain men of Kansas. He started his company 30 years ago and has lived in this city since July, 1881.

Topeka, Kan.—The legislative committee of the Sou. Kan. Millers Club recently met in this city with Director Webster and Prof. Fitz of the Kansas Agri. College at Manhattan to discuss the seed wheat bill to be introduced in the legislature. Two plans were discussed, one including an appropriation of \$100,000 to create a revolving fund and the administration of the law by a seed wheat commission that would have charge of the selection and distribution of seed wheat. The other plan was to ask the legislature for an appropriation of \$30,000 which would be available for two years' work and be used by authority of the regents of the Agri. College. This would enable the college to extend its work of the last two years in selecting seed wheat and greatly increase the cam-

paign of education to create more demand for better wheat. As the majority of the committee favored this last plan, the bill will probably be drawn along its lines and other grain besides wheat included.

Topeka, Kan.—We have just closed a contract with the Mo. Pac. and the Ill. Cent. railroads for our trip at the close of the annual meeting of the Kan. Grain Dealers Ass'n in Kansas City, Feb. 22-24. We will leave Kansas City Friday evening, Feb. 24, on the Mo. Pac., pass thru Little Rock, Shreveport and Alexandria and arrive in New Orleans Sunday morning, Feb. 26. We will remain in the city until midnight, Feb. 28 and arrive in Vicksburg the following morning, where we will remain until midnight. We will reach Memphis Thursday morning, remain there until evening and reach St. Louis Friday morning. The trip from New Orleans to St. Louis will be over the Ill. Cent. We will leave St. Louis at 11 p. m., Friday, and reach Kansas City Saturday morning at 7 o'clock in time for our members to reach their homes that day. Our train will be made up of six Pullmans, two diners and one baggage car, making a 9-car train. Our number will be limited to 200 people; cost of the trip including Pullmans, \$45. We will occupy our Pullmans from the time we leave Kansas City until our return, thus saving expense of hotel bills as well as inconvenience. We will make our headquarters at the Coats House, holding our sessions in the same rooms used last year. We look for a large attendance and an interesting meeting.—E. J. Smiley, sec'y Kan. G. D. A.

WICHITA LETTER.

L. R. Hurd has been re-elected pres. of the Wichita Board of Trade Clearing House Ass'n. W. F. McCullough is now 1st vice pres.; E. K. Nevling, 2nd v. p.; H. Kaufman, treas.; E. M. Kelly, sec'y. These officers constitute the board of directors of the Clearing House Ass'n.

Kelly Bros. Grain Co. has moved into more commodious quarters and the American Commission Co. and the H. C. Thompson Grain Co. have also changed their location in the Board of Trade bldg., while the Gorvin Flour & Grain Co. has returned to it after an absence of

more than a year while it occupied an office in its warehouse on the Santa Fe tracks. The Gorvin Co. has moved back into its former office.

J. Alvin Harbour, who has been doing business in Wichita under the firm name of the Harbour Grain Co., filed petition, Jan. 12, asking to be declared bankrupt. He alleged that he owes debts aggregating \$36,000, of which only \$1,500 is secured, with assets of less than \$5,000, consisting of claims against railroads, eltr. tools, office furniture and \$115.36 in cash. The first meeting of his creditors will be held Jan. 27.

The temporary injunction restraining the B. C. Christopher Grain Co. from doing business in Wichita has been made permanent by agreement with the grain firm. Mr. Christopher stated that he did not wish to contest the case and perhaps be regarded as opposing the laws against bucket shops, of which laws he approved, and that no injunction proceedings were needed to compel his firm to obey the laws of any state in which it does business, provided he was advised in what manner the law was being violated. His firm holds membership in the Chicago, St. Louis, Kansas City and Wichita grain exchanges and does a large cash grain business.

Alvin Harbour, until recently mgr. and proprietor of the Harbour Grain Co., has been employed as traffic mgr. for the Boyle Commission Co. He has started in on his new duties with quarters in the main offices of the company's sales and traffic department. O. A. Boyle reports this addition to the staff made necessary by the firm's increasing business, which each year exceeds the previous by several thousand cars, until it has reached the point where a man experienced in transportation details is needed, as one clerk can no longer attend to these and other routine affairs. Mr. Harbour came to Wichita about three years ago from Enid, Okla., where he had been with the Enid Wholesale Grain Co. During his first year in Wichita he was traffic mgr. and buyer for the Kansas Mlg. Co. He was next resident mgr. for the J. R. Tomlin Grain Co. of Kansas City. He has also served as sec'y of the Board of Trade Clearing Ass'n and rendered efficient ser-

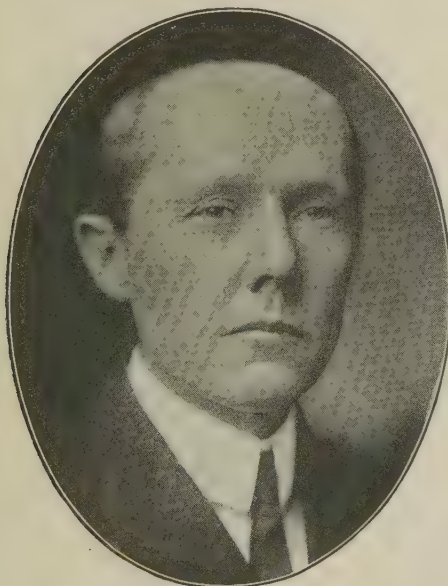


Foto by Paul Milloy.
G. E. Patteson, of G. E. Patteson & Co.,
Memphis.



Foto by Paul Milloy.
S. H. Phillips, of Shanks, Phillips & Co.,
Memphis.



Foto by Paul Milloy.
L. P. Cook, Memphis.

vice as chairman of the transportation committee of the Board of Trade.

KENTUCKY.

Hopkinsville, Ky.—W. S. Matthews & Sons have installed a Hess U. S. Moisture Tester.

Louisville, Ky.—E. G. Duckwall, the grain broker, will build a warehouse on the 240x135 ft. site he recently purchased on the Pennsylvania.

Louisville, Ky.—At the annual meeting of the Board of Trade, Jan. 9, George L. Danforth was elected pres. Alfred Brandeis of A. Brandeis & Son was one of the directors re-elected.

Hopkinsville, Ky.—The directors of the Acme M. & Eltr. Co. have ordered its plant closed until its financial matters can be adjusted. Its property is valued at \$250,000 and its plant is comparatively new.

Lexington, Ky.—The first annual state corn show in Kentucky was opened Jan. 3 at the College of Agriculture of the State University, with Sec'y George Roberts of the Ky. Corn Growers Ass'n in charge. Prof. J. W. Winter of the University of Illinois, the corn expert, had charge of the judging of exhibits. Most of the prizes were won by McKee Bros. of Versailles, the two most valuable being a \$70 wagon for the best bushel of corn of 70 ears and a \$55 riding cultivator for the best ten ears. The next heaviest winners were A. M. Casey and wife of Maysville and M. R. Squires. In the boys' department Charles Dennison of Versailles won two of the first premiums, an Elgin watch for the best ten ears of White Dent corn and a cultivator for the best ten of Yellow Dent. Mollie Casey of Maysville won the first prize, \$5 cash, for the best single ear of White Dent.

LOUISIANA.

New Orleans, La.—Lucas E. Moore, for many years a well known grain exporter, died Jan. 5, aged 66 years. He is survived by his wife and two sons, Lucas, Jr., and Edward C. Moore.

New Orleans, La.—The regular and only ticket for officers of the Board of Trade was chosen Jan. 9 for the ensuing year: A. F. Leonhardt, president; Joseph McCloskey, first vice president; W.

P. Ross, second vice-president; William Pitkin, third vice-president. H. S. Herring was re-elected secretary.

MARYLAND.

BALTIMORE LETTER.

The stock of oats in Baltimore eltrs. has been hovering around 225,000 bus. for some time.

Wm. Stude & Co., inc., is the name of a new grain firm here. The senior member was formerly with Otto Stude & Co.

Conrad Funk has withdrawn from the grain, hay and feed shipping firm of R. C. Wells & Co. and has started in the same business for himself.

Egil Steen, senior member of E. Steen & Bro., is on the job again after being in the hospital four months with the worst case of the worst type of typhoid fever. Glad to have him with us again.

Of much interest to Baltimore grain exporters is the dismissal of the petition of the Omaha Grain Exchange against the B. & O. and other eastern lines, seeking to establish thru rates on grain from Omaha to the Atlantic seaboard.

Pres. Jackson has appointed Ferdinand A. Meyer, John Gildea, Jr., and Richard H. Diggs to ascertain the opinion of the membership of the Chamber of Commerce concerning the advisability of having a subscription banquet some time next month.

The Chamber of Commerce, being a member of the Council of North American Grain Exchanges, is assisting in the distribution of the circular "Seed Grain Suggestions," and is enlisting the co-operation of the railroads at Baltimore. J. Collin Vincent is the prime mover at Baltimore.

At its annual meeting, Jan. 30, the Chamber of Commerce will elect five directors for the 3-year term. The candidates are John H. Gildea, Jr., James C. Legg, Charles J. Landers, Wilbur F. Spice and Joseph M. Warfield to succeed James C. Gorman, Charles C. Macgill, George S. Jackson, Robert McLean and Richard C. Wells.

The joint committee on switching charges at Baltimore, composed of representative trades bodies of the city,

of which the Chamber of Commerce is a member, has announced that it will make charges before the Public Service Commission of Maryland against the B. & O. and the P. R. R. to the end that the present charges for interchanging traffic at Baltimore might be reduced to the same comparative basis as obtains in other cities.

Agitation is going on in Maryland about Baltimore not getting the rich trade of the Eastern Shore of Maryland. On January 7, the Federated Boards of Trade of Maryland held a meeting at the Chamber of Commerce and discussed the subject. Among the grain dealers who expressed their views were Clarence Pitt, J. J. Corner, C. P. Blackburn and H. G. Dudley. It is hoped the co-operation of all grain dealers in Baltimore may be enlisted to bring all Maryland-raised grain thru Baltimore.—C.

MICHIGAN.

Lansing, Mich.—Farmers Eltr. & Coal Co. incorporated; capital stock, \$8,000.

Omer, Mich.—Kent & Co. are planning to build a bean eltr. to handle the next crop.

Gagetown, Mich.—I am not now in the grain business.—R. Young, former mgr. Gagetown Eltr. Co.

Detroit, Mich.—The Michigan Bean Jobbers Ass'n is holding its midwinter convention here Jan. 25-26.

Perry, Mich.—Herbert Smith suffered a serious accident at the eltr. of Starks & Plunkett, Jan. 9, when the fly wheel of the corn grinder came off and broke his left arm.

Jackson, Mich.—Michigan seems to be getting stirred up a little now on seed corn raising and on account of the first prize at the state corn show having been won by a girl only 13 years old.—W. E. Shelden.

Vicksburg, Mich.—Burrell & Kulp, who operate a mill at Topeka, Ind., have bot the mill and eltr. at this point. Mr. Burrell is also a member of the firm of Burrell & Morgan of Elkhart, Ind., where he has headquarters.

Lansing, Mich.—A very successful meeting of the Michigan Corn Improvement Ass'n was held here recently. Among the speakers were E. H. Culver, chief



Foto by Paul Milloy.
S. Tate Pease, of Pease & Dwyer Co.,
Memphis.



Foto by Paul Milloy.
W. H. Dwyer, of Pease & Dwyer Co.,
Memphis.



Foto by Paul Milloy.
J. O. Dwyer, of Pease & Dwyer Co.,
Memphis.

The GRAIN DEALERS JOURNAL

grain inspector at Toledo, O., Professor V. M. Shoemith and C. G. Williams of the Ohio Exp. Sta.

Ubyly, Mich.—Friends of John Pierce, a former grain eltr. mgr. here, have received word that he was found frozen to death in the Canadian Northwest, 175 miles from Saskatoon, where he was living on a claim with his wife and two children, and that his body will be sent here for interment. He was 39 years old.

Jackson, Mich.—Jackson County exhibitors won 12 prizes at the state corn show. The first prize, the \$1,000 automobile, was won by Miss Florine Folk for the best ten ears exhibited by a boy or girl under 20 years of age. The silver trophy for the best single ear of Dent and the silver cup for the best exhibit of Dent were both won by William Folk. These three exhibits will be sent to the national corn exposition at Columbus, O., Jan. 30-Feb. 11. William Folk also won the first prize for White Cap Dent and Florine Folk won the second. Other Jackson County exhibitors won the third, fourth and eighth prizes for White Cap Dent. D. R. Simmons won the first prize for White Dent and Rollin Simmons the second. Dan Cruger won the first prize for Mixed Dent; George Fredericks, the first for Flints. These prizes will do much to increase the price of land in this county. It is reported that the winning of the \$1,000 trophy for the best ear of corn by Fred Palin, of Newtown, Ind., at last national corn show, has raised the value of land in his county \$25 to \$50 per acre.

Lansing, Mich.—At the meeting of the Michigan State Millers Ass'n in this city, Jan. 16-18, E. H. Culver, chief grain inspector, Toledo, O., discussed the so-called inspection bills now before congress, which he characterized as vicious in the extreme and asked the aid of Michigan millers in having them thrown out. "We do not need these bills," he asserted. "By them the secretary of agriculture would be given almost absolute power and their establishment would mean the creation of a powerful political ring, as the clerks would be answerable only to the secretary." Mr. Culver then explained how wheat, corn and other grains are tested. He exhibited samples, and told what he considered good

grades. He closed by advocating the adoption of a uniform grading rule. Fred Meyer of Toledo spoke on "Agricultural Trains" and urged their adoption. He explained that while England raises from 30 to 35 bushels of wheat to the acre, Germany from 25 to 35, France 25, Michigan's two highest yields have been 19 and 20 bus. In 1904 its yield was only 8 bus. per acre and last year 15. F. G. Emmons of Detroit introduced a resolution adopted to establish such trains. The following officers were then elected: Pres., Robert Henkel, Detroit; vice pres., Fred N. Rowe, Grand Rapids; treas., J. B. Thoman, Lansing; sec'y, H. E. Hooker, Lansing.

MINNESOTA.

Lucan, Minn.—Nels Haage has bot the eltr. here of the Sleepy Eye Mlg. Co.

Ellsworth, Minn.—George Pardon of Rock Rapids, Ia., has purchased an eltr. here.

Redwood Falls, Minn.—O. J. Amundsen has succeeded R. W. Ziemer as mgr. for the Western Eltr. Co.

Kenyon, Minn.—The Kenyon Farmers Merc. & Eltr. Co. has bot a lumber company's plant and engaged a mgr. for it.

Duluth, Minn.—A. W. Frick and W. J. McCabe are in Washington and will attend the convention of the National Tariff Commission.

St. Paul, Minn.—According to a ruling of the attorney general members of the state board of grain appeals are not entitled to railroad passes.

Fosston, Minn.—The Farmers Eltr. Co. has appointed a committee to investigate the cost of building a new eltr. here and report at the next meeting, Feb. 7.

Northfield, Minn.—At its recent annual meeting the Northfield Farmers Merc. & Eltr. Co. decided to build an addition to its eltr. Work will be started soon.

Waldorf, Minn.—Lumber has arrived for the new eltr. of the Hunting Eltr. Co., replacing that burned Nov. 30, and construction is progressing satisfactorily.

Kanaranzi, Minn.—The Davenport Eltr. Co. intends to take down its eltr. here as it has at Cresson sta., Cazenovia p. o., Minn., and Lester, Ia. The material is being shipped to stations on a new line

out of Muscatine to be used in building eltrs.

Sherburn, Minn.—Packard & Son, who leased the eltr. of the defunct Alliance Eltr. & Mlg. Co., that burned Dec. 29, will build one of their own as soon as possible.

Carlton, Minn.—R. W. Barstow and A. H. Lee have leased the eltr. and lumber yard of the C. H. Shaver Grain & Lbr. Co. and will carry on both lines of the business.

Barnesville, Minn.—The 50,000-bu. eltr. of the Duluth Eltr. Co. burned early in the morning of Jan. 10, with 3,000 bus. of grain; loss, \$11,000, some insurance. Five box cars also burned.

Burr, Minn.—The 15,000-bu. eltr. of Henry K. May burned during the night of Jan. 11; loss, \$12,500; insurance, \$9,500. The fire is supposed to have started in the stovepipe of the office.

St. Paul, Minn.—Senator Odell has introduced in the upper house of the Minnesota legislature a bill relating to adjustment of milling-in-transit credits where flour mills have burned.

Hancock, Minn.—John A. Johnson and Norman Smokstad, former employes of Andrew Overstad, will operate the eltr. they recently purchased from him, under the firm name of Johnson & Smokstad.

Duluth, Minn.—Charles H. Thornton is on his way to Russia to investigate flax crop conditions there. He will discontinue the daily market circular and instead get out the *Commercial Record* as a weekly.

Duluth, Minn.—At the annual meeting of the Board of Trade, Jan. 17, A. W. Frick was elected pres. and W. J. McCabe, of McCabe Bros., vice-pres. Mr. Frick is the representative of the Vandusen-Harrington Co., and has been a member of the Board of Trade 25 years.

Maple Island, sta., Marine Mills p. o., Minn.—J. N. Josephson & Co. have failed to obtain the \$9,387 damages for which they were suing the Soo R. R. Co. The jury was unable to find evidence that the defendant's locomotives caused the fire that destroyed the plaintiff's eltr. and feed mill at this station.

As the Minnesota law requiring the testing of weights and measures had been



Foto by Paul Milloy.
C. H. Mette, of Pease & Dwyer Co.,
Memphis.

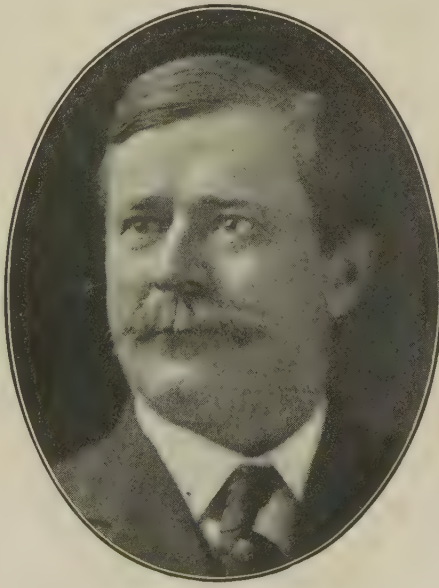


Foto by Paul Milloy.
T. B. Jones, of Jones & Rogers, Memphis.

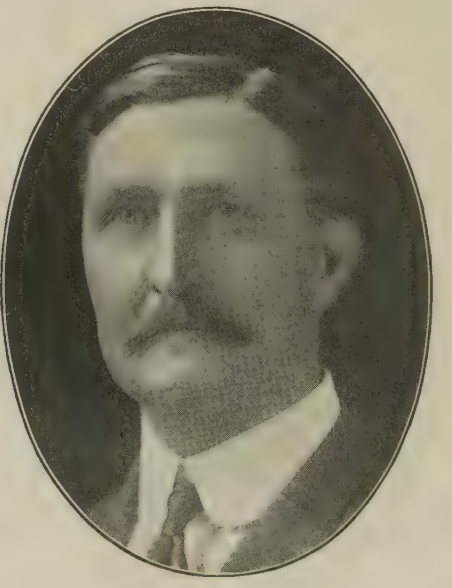


Foto by Paul Milloy.
Vernon L. Rogers, of Jones & Rogers,
Memphis.

ignored by all but one county, Brown, the state treasurer arranged to jog the memories of delinquent county treasurers. The law makes the treasurer of each county the custodian of official weights and measures from which the local weights and measures in use are tested. The state treasurer is custodian of the state standards, and tests the county weights and measures. A law passed in 1905 requires each county to have its standards tested by the state treasurer in January, 1911, and every five years thereafter.

MINNEAPOLIS LETTER.

The annual meeting of the Minneapolis Traffic Ass'n has been called for Feb. 6. The chief concerns it will take up soon will be the express rate inquiry, the date of which is not yet set, and the inquiry in Washington, D. C., Feb. 18, into the necessity for a general rate advance.

The Van Camp door for grain cars, invented by Oberlin Van Camp, was demonstrated, Jan. 16, at the Washburn-Crosby eltr. to a group of eltr. and railroad men. Gt. Nor. 72006, equipped with the new doors, contained 1,000 bus. of wheat and was unloaded in about three minutes less time than is required to unload the average coopered car.

C. F. Staples, member of the Minnesota R. R. and Warehouse Commission, objects to the injustice to this State in the report of the North Dakota grain commission, severely criticizing the grading of wheat in Minneapolis, St. Paul and Duluth and declaring that wheat should be graded according to milling quality instead of on its physical appearance. Mr. Staples alleges that the members of the commission did not investigate thoroly.

In his annual report F. W. Eva, chief of the state grain inspection department, says of the necessity for better weighing facilities: "The light weighing that has been done in the cities of Minneapolis and St. Paul has, in my opinion, caused local roads to restencil a large number of cars and to do such work at more frequent intervals than in the past. This is resulting in the stencil weights and the actual light weights coming closer, but there is still room for a great amount of improvement along the line of correcting the stencil weights and the more important subject to this department and to your

board as the guardian of the interests of the producers, by an enforcement of your order to reweigh the empty cars."

The United Flour Mills Co. will take over the plants of the Sleepy-Eye Mfg. Co., Sleepy Eye, Minn.; the Albert Lea Mill, Albert Lea, Minn.; and the Queen Bee Mill, Sioux Falls, S. D. A. C. Von Hagen, who was pres. and general mgr. of the Sleepy Eye Mfg. Co. until he resigned about a year ago, will act in the same capacity for the United Flour Mills Co. organized with \$500,000 capital. Its headquarters will be in this city. A number of employees will move to Minneapolis. Other incorporators are: Eugene V. Coughren, Sioux Falls; W. A. Anderson and W. F. Kelm.

The Chamber of Commerce will have a conference on Thursday, Jan. 26, for the purpose of considering how the chamber can best assist the agricultural stations of Minnesota, North and South Dakota in inducing the farmers of these states to make use of good seed and improved farming methods. James Bradley of the Nat'l Council was invited but asked Bert Ball to represent the Seed Improvement Comite of the Council of Grain Exchanges, which Mr. Ball will do. All the farm schools of the three states will be represented. The conference will take the form of an informal dinner at the Minneapolis Club. J. L. McCaull will preside. Among the speakers will be: H. L. Bolley, the soil and flax authority; J. H. Worst, president of the North Dakota Agricultural College; Jas. W. Wilson of the experimental farm at Brookings, S.D.; Andrew Boss of the Minnesota University.

The 25th annual report of the Minnesota grain inspection department for the crop year ended Aug. 31, 1910, was issued by F. W. Eva, the chief inspector, Jan. 18. It shows the total number of cars of all grain inspected "on arrival" for the crop year at the terminal points of Minneapolis, Duluth, St. Paul, St. Cloud, Sleepy Eye, New Prague, New Ulm, Kasota and Montgomery, and the outside point of La Crosse, Wis., was 233,435, divided as follows: Wheat, 155,967 cars; corn, 7,280; oats, 15,889; rye, 3,755; barley, 31,904; speltz, 196 cars and 18,444 cars of flaxseed. Also inspected "out of store" the following carloads and cargoes: Wheat, 23,859 car loads and 42,977,849 bus. into

vessels; corn, 2,656 cars; oats, 5,005 cars and 4,732,941 bus. into vessels; rye, 1,461 cars and 271,758 bus.; barley, 1,751 cars and 86,677 bus.; 17 cars of speltz and 2,452 cars of flaxseed and 9,254,351 bus., making a total of 37,201 carloads of grain and 57,323,576 bus. into vessels. The estimated total in bushels was 43,998,783; total number of bus. inspected in and out, 101,322,359. Of 150,893 cars of spring wheat inspected "on arrival" the percentage of grades are approximately as follows: No. 1 hard, 13%; No. 1 northern, 34%; No. 2 northern, 20%; No. 3 northern, 6%. Of a total of 31,143 cars of Duram wheat inspected "on arrival" at Minneapolis and Duluth, 42 per cent graded No. 1, 48 per cent graded No. 2 and 9 per cent graded No. 3. Of all kinds of grain 270,636 cars were inspected "on arrival" and "out of store" during the crop year, from which number 74,368 cars were held out for reinspection, of which 50,854 were appealed. Of this total number of cars appealed, the grades on 37,844 carloads were sustained by the appeal boards.

MISSOURI.

Hughesville, Mo.—Jno. N. McNees has had a severe attack of la grippe.

Sarcoie, Mo.—J. C. Reynolds, formerly in the grain business here, died Jan. 9, aged 70 years.

St. Joseph, Mo.—The Burke Grain Co. incorporated by William Burke, who holds 50 shares of stock; C. A. Clark, 49; and W. T. Kirkpatrick, 1; capital stock, \$10,000.

Springfield, Mo.—At a meeting held here by the Southwestern Missouri Millers Club Jan. 17 the following schedule was adopted for use in the purchase of wheat: 59-lb. test, top price; 58-lb. test, 1c off; 57-lb. test, 2c off; 56-lb. test, 3c off; 55-lb. test, 4c off; 54-lb. test, 6c off; 53-lb. test, 8c off; 52-lb. test, 11c off; 51-lb. test, 14c off; 50-lb. test, 17c off.

KANSAS CITY LETTER.

Kansas City, Mo.—Wm. Sloan is recovering after the injury to his arm while at Great Bend, Kan., and expects to be on the road again soon.

The six directors of the Board of Trade who were recently elected are: Perry C. Smith, E. O. Bragg, R. E. Kid-



Foto by Paul Milloy.
J. B. Edgar, of Edgar-Morgan Co., Memphis.



Foto by Paul Milloy.
J. T. Morgan, of Edgar-Morgan Co., Memphis.



Foto by Paul Milloy.
E. E. Buxton, Memphis.

der, Paul Uhlmann, J. N. Russell and N. J. Simonds.

The following have been appointed by Pres. Moss as members of the grain appeal committee: J. A. Theiss, A. McKenzie, F. A. Talpey, F. B. Godfrey and William Murphy.

W. K. Reeme went to Jefferson City recently to interest the legislature in an investigation of feed weighing at the stock yards. Mr. Reeme claims that short weights are given. It is not believed that an inquiry will be made.

J. S. Flautt, who is mgr. of the Bulte Mills has applied for membership in the Board of Trade on the transfer of the certificate of Joseph S. Geisel. L. W. Young has applied for a membership on the transfer of T. J. Templer's membership.

The Moses Bros. Grain Co. has succeeded the Moses & Dodge Grain Co., O. V. Dodge and L. E. Moses withdrawing from the firm Jan. 1. W. A. Moses and S. E. Moses purchased their interests. L. E. Moses will turn his attention to the milling business. Before engaging in the grain trade Mr. Dodge was a manufacturer of hay presses.

Notice has been given to officers of the Board of Trade by A. C. Bilicke, the Los Angeles capitalist, that he has withdrawn his offer to build an 18 story skyscraper home for that body because of the fact that there were not enough members willing to sign leases for space in the structure. Property owners in the vicinity of the old building threw all their influence against the proposition to move and offered a bonus for the retention of the exchange in its present quarters. It is thought that the Board will renew the lease of the old building for a term of years.

ST. LOUIS LETTER.

The Daniel P. Byrne Commission Co. has withdrawn from business.

John E. Hall, who was formerly in the grain and eltr. business here will retire.

During 1911 the redemption to be paid by the Merchants Exchange on the certificates of deceased members will be \$150.

The new pres. of the Merchants Ex-

change is in favor of giving the curb traders the use of the exchange hall, as requested in a petition being circulated.

Because of the failure of members to pay dues, over 100 memberships have reverted to the exchange. The dues for the coming year are \$50, the same as last year.

Henry Roger Whitmore, formerly very active in the affairs of the Merchants Exchange, committed suicide recently by throwing himself from the eighth floor of the Marquette Hotel. He had been an invalid for several years.

An increased demand is manifested for better grades of light clover mixed than for other grades of hay. Clover is still very dull because the farmers are hauling loose hay to consumers. Alfalfa quiet. Good demand for strictly choice alfalfa.—Frank M. McClelland.

It has been proposed that all grain consigned to a member of the Merchants Exchange be weighed by the weighing bureau and the exchange, in this way giving the consignee a certificate of the weights which he could produce should the grain be shipped away and the weights at the terminal point did not agree. The matter could then be put squarely up to the railroad that carried the grain.

A committee of the brokers who deal in futures was recently appointed to devise a new system for a clearing house modeled after that of Kansas City, thru which trades can be cleared. The reason for this move is found in the failure of the Slack-Fuller Grain Co., in which case the creditors lost considerable money because of over-confidence in the firm.

The newly elected members of the board of directors of the Merchants Exchange have recognized the feeling for retrenchment which pervades the membership and at a recent meeting discussed plans for the more economical management of exchange affairs. The directors agreed that the expense of the traffic bureau which was over \$18,500 last year should be cut down and also suggested that firms using the head of the bureau most might individually bear part of Mr. Lincoln's salary, which is \$10,000, and thus equalize the expense and create more satisfaction among the rank and

file of members. Last year the publicity department cost the exchange \$7,000, which many members thought more expensive than the results warranted. It was suggested that the offices of assistant sec'y and head of the publicity bureau be combined and placed under the charge of Bert Ball, but this was objected to on the grounds that the present assistant sec'y, Eugene Smith, would be deprived of his position.

The grain committee of the Merchants Exchange for 1911 consists of J. L. Messmore, chairman, Chas. Herzel, Jr., Roger P. Annan, Elbert Hodgkins, Gilbert Sears, A. J. Rodgers and J. S. McClelland. Chas. Ehlermann has been chosen chairman of the committee on barley. The other members of the committee are: F. C. Orthwein, Henry Greve, C. Marquard Forster, Edwin A. Lemp, Augustus A. Busch and F. W. Feuerbacher. The board of managers of the traffic bureau consists of Chas. F. Beardsley, chairman, Aderton Samuel, vice-chairman, C. F. Sparks, H. H. Langenberg, Maxwell Kennedy, Geo. F. Powell, William H. Danforth, Marshall Hall, J. B. Taylor, Thomas K. Martin, Chas. F. Rock and Ralph J. Pendleton. The department of weights will be composed of R. P. Annan, Jr., chairman, Henry C. Schultz, vice-chairman, John L. Wright, George C. Martin, Jr., O. A. Orvis, W. A. Miller, J. O. Ballard and Chris Hilke. The committee on publicity consists of Parker H. Litchfield, chairman, Sam Plant, vice-chairman, Manning W. Cochrane, Christian Kenney, N. L. Moffitt, Claude A. Morton and Vincent M. Jones. The special committee of appeals consists of E. D. Tilton, chairman; Chas. L. Niemeier, T. H. Francis, F. D. Woodlock, Cary H. Bacon, E. W. Lansing and G. A. Veninga.

NEBRASKA.

Alliance, Neb.—J. J. Kennon is a scooper here.

Adams, Neb.—The B. & M. Eltr. Co. has installed a Hess U. S. Moisture Tester.

McCook, Neb.—The Updike Grain Co. will equip its eltr. with a Hall Signaling Distributor.

Florence, Neb.—The partnership of

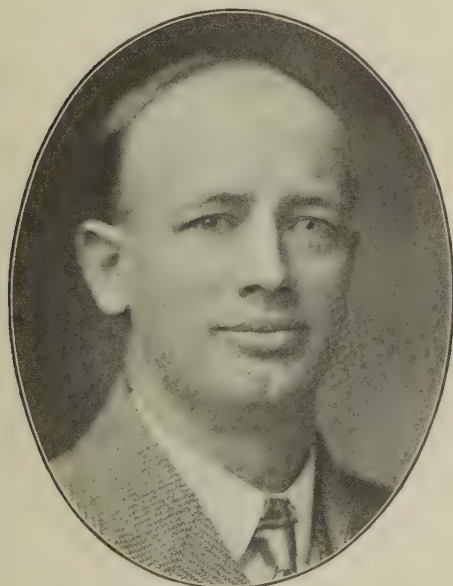


Foto by Paul Milloy.
C. M. Crump, of Crump Bros. & Cook, Memphis.

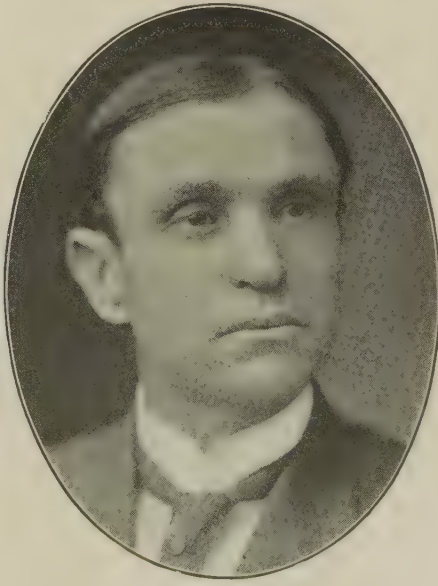


Foto by Paul Milloy.
A. J. Cook, of Crump Bros. & Cook, Memphis.

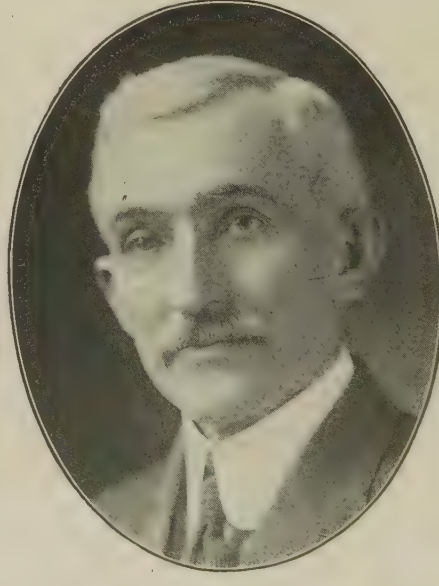


Foto by Paul Milloy.
L. R. Donelson, of Yates & Donelson Co., Memphis.

Baughman & Leach has been dissolved, Mr. Leach continuing the business.

Sunol, Neb.—I have built an engine house and have installed an 8-h.p. Witte Engine.—L. F. Demers.

Arcadia, Neb.—The Wilson Grain Co. has installed a Sonander Automatic Scale.—R. R. Clark, mgr.

Hastings, Neb.—About 60 members of the South Platte section of the Kansas Grain Dealers Ass'n held a meeting here Jan. 6.

Superior, Neb.—The Superior Corn Mills, incorporated; capital, \$10,000; incorporators: C. E. Shaw, Frank B. Felt and W. S. Young.

Western, Neb.—Black Bros., of Beatrice, have purchased the eltr. of James H. Swan and will install an exchange of flour and feed. Mr. Shaffer, of Beatrice, will be in charge.

Beatrice, Neb.—A 5-bu. Sonander Automatic Scale has been installed in our corn produce plant for the purpose of weighing grain, both from the cars and to the grinder.—Nebraska Corn Produce Co.

Lincoln, Neb.—The Nebraska Corn Show opened Jan. 16 with every promise of a successful five days exhibit. The officers for the ensuing year are: Wyatt Richey, pres., Clarence Coupland, vice-pres. and H. Potter, sec'y. Harry Seltz of Desota, with 10 ears of yellow corn, won the Grand Champion prize (binder) and also the sweepstakes in the yellow corn. The Grand Champion, single ear, a trophy cup, was won by C. J. Brush, of Auburn. Ray Beaver, of Auburn, won the Sweepstakes prize for the best ten white ears.

Shelton, Neb.—The case of the Farmers Eltr. Co. vs. the Omaha Eltr. Co. has been carried to the district court and it is probable that it will be carried to the state supreme court and perhaps to the United States Supreme court, as it is the first case under the King law which makes it a criminal offense for a corporation buying grain or other commodities of common necessity to discriminate between localities. The Omaha Eltr. Co. is charged with paying less for grain at Gibbon, where there is no competition than at Shelton where it was obliged to compete with the Farmers Eltr. Co.

Dannebrog, Neb.—The eltr. and mill of E. G. Taylor burned Jan. 9, with a loss of \$10,000; insurance \$5,000. Mr. Taylor will rebuild.—Percy Reed, mgr. Omaha Eltr. Co., Silver Creek, Neb.

OMAHA LETTER.

William J. Sunderland left here recently for a trip to Panama.

W. B. Swygard, mgr. of the Alfalfa Feed & Grain Co., will open an office in St. Louis for the M. C. Peters Mill Co., of Omaha. The Alfalfa Feed & Grain Co. will close its offices here.

F. P. Manchester, sec'y of the Grain Exchange announces that because of the incorrectness of a railroad report, grain shipments of Omaha published on page 44 of Jan. 10 number should be added to as follows: 420,000 bus. of wheat, 46,000 of corn, 30,000 of oats and 31,000 of barley.

The plant of the Alfalfa Meal Co. at Council Bluffs was burned Jan. 10, caused, it is thought, by a spark from a passing locomotive. The plant contained 30,000 bales of alfalfa, which was entirely consumed, the total loss being \$50,000 with insurance of \$30,000. M. M. Green, of New York City, is pres. of the company and J. T. Brooks of Council Bluffs, sec'y and mgr.

NEW ENGLAND.

West Hempstead, N. H.—The eltr. of A. J. Spollett burned recently with a loss of \$3,500; insurance, \$2,000.

Holyoke, Mass.—J. F. Dickey, of Prentiss, Brooks & Co., and a member of the Boston Chamber of Commerce, died Dec. 23.

BOSTON LETTER.

John McPherson, inspector of beans for the Chamber of Commerce, died recently.

The Boston & Albany Terminal Eltr. has installed a Hess U. S. Moisture Tester.

The election of the board of directors of the Chamber of Commerce was held Jan. 24.

The Irving Powers Grain Co. has been forced into involuntary bankruptcy by its creditors, Edward C. Howlett, \$6,505.95; Chas. F. Marden, \$427.50; H. G.

Hill Co., \$40.60, and Geo. F. Walter, \$5.50.

Seth Catlin, Jr., formerly with the Geo. F. Reed Co., has gone into the brokerage business on his own account.

Revere sta., Boston p. o., Mass.—We gave up the grain and hay branch of our business about two years ago. Altho Revere is a town of almost 2,000 inhabitants it has no grain dealer of any consequence, tho there was formerly a good trade here; but automobiles, electric cars and the high prices that have prevailed on grain and hay for some years all tended to lessen in great measure the demand for horse and cattle feed. As we are within four miles of Boston we can easily supply ourselves there.—George F. Proctor & Co.

NEW JERSEY.

Atlantic City, N. J.—W. P. Sinkinson, incorporated, capital stock, \$50,000; incorporators: W. P. Sinkinson, W. D. Redraw and B. F. Hohensack.

NEW YORK.

Binghamton, N. Y.—E. W. Conklen & Son have installed a Hess U. S. Moisture Tester.

Binghamton, N. Y.—This city has been selected as the place for the first annual meeting of the Bi-State Feed Dealers Ass'n, Feb. 21-22.

New Castle, Mount Kisco p. o., N. Y.—The Haviland-Sutton Co., incorporated, capital, \$60,000; incorporators: R. Haviland, John M. Haviland and F. Sutton, all of Chappaqua, N. Y.

Watervliet, N. Y.—Chas. A. Boutwell, one of the pioneer grain shippers of the state, died Jan. 5, aged 68. For many years Mr. Boutwell headed the Boutwell Mlg. & Grain Co. of Troy, N. Y.

New York, N. Y.—The steamship Gle-naen sailed for Havre recently with the first full cargo of grain that has left here in four years, carrying 185,000 bus. The Campanello with 224,000 bus., left here recently for Rotterdam.

Buffalo, N. Y.—Junius S. Smith, lake weighmaster of the Corn Exchange, has handled 2,371,579,491 bus. of grain since 1872. The average shortage was 17 lbs. per 1,000 bus. As the result of a system



Foto by Paul Milloy.
S. M. Bray, of S. M. Bray & Co., Memphis.



Foto by Paul Milloy.
Lee D. Jones, Memphis.

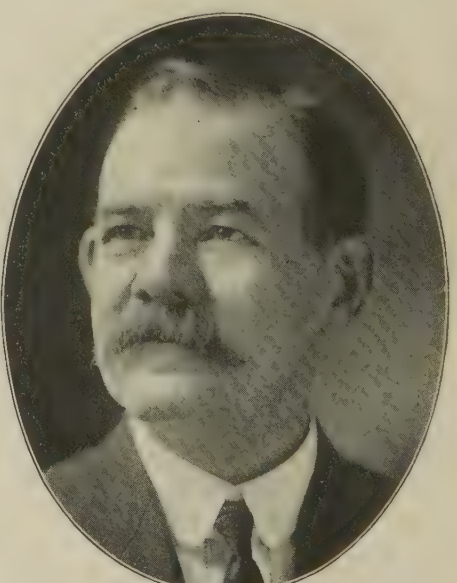


Foto by Paul Milloy.
E. W. Wyatt, Memphis.

instituted by him in that year, over 1,700,000 bus. of grain have been saved.

Buffalo, N. Y.—I am not locating in California as erroneously reported but am merely spending a few weeks in the state. Spring will find me again in Buffalo.—Milo D. Evans, Pasadena, Cal.

NORTH DAKOTA.

Northwood, N. D.—L. D. Lyman will erect a large eltr. on his farm near this place.

Tasker, N. D.—The eltr. operated by W. E. Bryant burned recently with a loss of \$3,000.

Northwood, N. D.—I am going out of the grain business.—F. P. Haan, agt. Heising Eltr. Co.

Manfred, N. D.—A. Erickson has succeeded A. Erickson as agt. for the Woodworth Eltr. Co. here.

Heaton, N. D.—The Heaton Farmers Eltr. Co. will be closed until the new crop is ready.—J. A. Frank, mgr.

Wahpeton, N. D.—An eltr. will be erected here by the local branch of the Society of Equity. Henry Chezick is the pres.

Hankinson, N. D.—J. J. Jones, owner of two eltrs. and a mill here has sold a half interest in the mill to W. P. Westerbey of Minneapolis.

Turtle Lake, N. D.—The Crown Eltr. Co. has bot the eltrs. of the Gt. Western Eltr. Co. that are located on the Turtle Lake & Casselton branch of the N. P.

Adams, N. D.—John Thorvilson, agt. for the Woodworth Eltr. Co., who was elected county constable at the last election, has recently been elected deputy sheriff for Walsh County.

Flaxton, N. D.—Three out of five eltrs. here are closed for the season, the eltrs. of the Royal Eltr. Co. and the Occident Eltr. Co. being the only ones open.—Herman Ehlert, agt. Occident Eltr. Co.

Hebron, N. D.—The eltr. of the Powers Eltr. Co. has been completed. It has a capacity of 50,000 bus. and is up-to-date in every respect, with power supplied by an 8 h.p. engine. Anton Hermanson had the contract.

Onemee, N. D.—We have employed A. P. Rankins to manage our business here. He has the reputation of being one of the best grain buyers in the state.—Phil Barnes, Onemee Farmers Eltr. Co.

OHIO.

Seven Mile, O.—R. A. Campbell has sold his eltr.

Melvin, O.—J. W. Channel has built a brick engine house.

Sprengs, O.—John Spreng has sold his eltr. to R. L. Baird.

Kessler, O.—G. N. Falknor & Sons have succeeded G. N. Falknor.

Leesburg, O.—R. P. Barrett will make a number of improvements in the spring.

Ada, O.—The eltr. of Edward N. Smith has been closed because of litigation over its sale.

Thornville, O.—The Thornville Banking Co. has bot the eltr. of N. F. Kochensperger.

Waldo, O.—C. E. Morris, sec'y of the Waldo Hay & Eltr. Co. has purchased the business.

Cavett, O.—F. D. Brandt has purchased the interest of Geo. Felger in the firm of Felger & Brandt.

Ada, O.—Edward N. Smith has traded his 20,000-bu. eltr. here to Geo. Marquett for a 117-acre farm.

Grant, O.—We have our 12,000-bu. eltr. nearly finished and will be ready to handle grain about Feb. 1.—Hofsteater & Dugan.

Ohio City, O.—Albert Whitney, formerly in the grain business in Iowa, has succeeded to the business of the Thompson-Foust Co.

Plain City, O.—We have sold our grain and milling business to C. D. Ferguson, giving him possession Jan. 1, 1911.—Plain City Mfg. Co.

Kalida, O.—C. W. Franklin, of Leipsic, O., has bot the eltr. of the Farmers Eltr. Co. and will commence its operation about Feb. 1.

Atlanta, O.—C. E. Groce of Circleville has bot the eltr. of C. G. Campbell and has taken possession. Mr. Groce also owns eltrs. at Ashville, New Holland and

Atlanta and operates one at Bell's Sid-ing.

Pleasant Bend, O.—The eltr. of Morrison & Thompson Co., which was burned recently, is being rebuilt at a cost of \$6,500. A. H. Richner has the contract.

Circleville, O.—Geo. W. Morris has bot the eltr. of J. F. Bales & Son and will operate it under the name of Rife & Morris. J. F. Bales & Son will continue in the hay business.

Columbus, O.—Officers of the Ohio Grain Dealers Ass'n are making preparations to entertain a large crowd of grain men on Feb. 3, which is National Corn Day at the exposition.

Miller City, O.—We have bot and taken possession of the eltr. of Andrew Ring-lein; and John T. Ruffing of this firm has removed from Monroeville to this place.—Ruffing & Missler.

Ottawa, O.—Joseph Hermillier, Jr., well known to the grain men of northwestern Ohio was instantly killed recently by a live wire which struck him while acting as a member of the local fire department.

Ravenna, O.—The Portage County Farmers Supply & Selling Co., incorporated, capital stock, \$20,000; incorporators: Chas. W. Peck, D. K. Wilenan, A. G. Harmon, Joshua S. Ely and Edwin H. Walt.

Xenia, O.—The eltr. of McFadden Bros. has been sold to Ben Belden, proprietor of the Old Town Flouring Mills, who will take possession Feb. 1. A general exchange business of flour, feed and grain will be conducted.

St. Johns, O.—Feeders are using all the corn in our territory and oats are all gone so that we haven't grain trade enough to speak of. We are carrying on trade in coal and farm implements.—Runkle Grain Co.

Columbus, O.—E. W. Wagner & Co., of Chicago have bot the business of the Davis Commission Co. C. B. Kearsley will continue to manage the business. J. W. Davis and Frank S. Monnett, formerly pres. and sec'y respectively, will retire.

Cleveland, O.—C. G. Clark, formerly connected with the Union Eltr. Co. of this city and E. F. Shepard, of Chagrin Falls, O., have formed the firm of

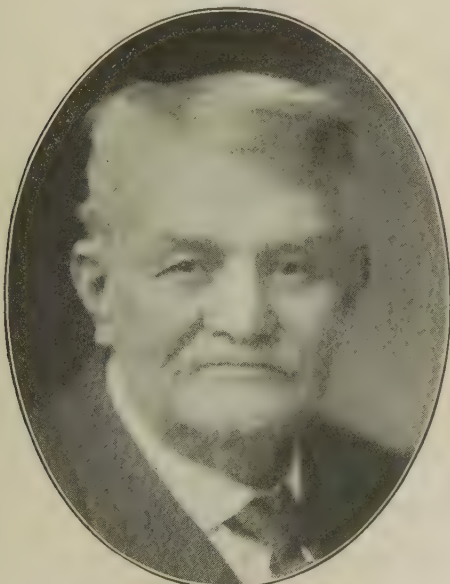


Foto by Paul Milloy.
J. M. Williams, of J. M. Williams & Co.,
Memphis.



Foto by Paul Milloy.
J. B. Horton, of J. B. Horton & Co.,
Memphis.



Foto by Paul Milloy.
A. C. Roberts, of Roberts & Hamner
Grain Co., Memphis.

Shepard & Clark with offices here. They will do a wholesale car lot business in the line of grain, mill feeds and hay.

Columbus, O.—The Official Bulletin of the Ohio Department of Agriculture for December, No. 12, contains several pages of tabulated statistics for each county in the state giving the acreage, yield per acre, production, quality and prospects for the coming crops of cereals, seeds and hay.

Lima, O.—The Northwestern Ohio Grain Dealers Ass'n held a meeting Jan. 13 with an attendance of 44. There were many hot remarks on a hot subject. Corn—"Worst in 20 years," "Moisture test 29 to 21%," "None grading," "Rotting on the cob," "Cool and sweet, but sour," "Feb. and March will be h—," "The man who shuts up his elevator between Feb. 15 and April 15 is the only man who will make any money," "Can't be bought low enough to make it safe," "Let the scoop-shovelers have it for the bigger the dose the quicker the cure." Such were the views. The auditing committee reported accounts of Ex-treasurer Pollock and Sec'y Riddle o. k. as per statements rendered. D. R. Risser, of Vaughnsville, O., elected treas. The current expense fund assessment No. 1, consisting of an assessment of \$2 per month per eltr. was due Nov. 1. Resolutions of condolence were passed on the death of Joseph Hermiller, Jr., of Ottawa. A committee was authorized and instructed to place in the hands of the attorney general the absolute facts of the whole plan, purpose and practical workings of the Ass'n. The committee will report at next meeting, which will be held in Lima, Friday, Feb. 10.—Thos. P. Riddle, Sec'y.

CINCINNATI LETTER.

The Central Stock & Grain Co. has suspended business, paying all claims in full.

The entire regular ticket of the Chamber of Commerce was elected Jan. 11 and installed Jan. 16.

The Phoenix Grain & Stock Exchange has withdrawn from business. It was denied that the government had anything to do with the closing of the establishment.

The first official act of the board of directors in the new quarters in the Burnett House was the re-instatement of Wm.

R. McQuillan who was suspended several weeks ago for alleged irregularities in the weight of a car of grain.

The new grain weighing rules of the Chamber of Commerce became effective Jan. 16, but there are many firms who still do their own weighing including the Early & Daniel Co. and the Union Grain & Hay Co. Retail grain dealers have asked for a suspension of the new rules pending the conference between the board of directors and the trade.

John H. Dillman, who was employed as a weigher by the Early & Daniel Co., committed suicide two days after the Chamber of Commerce fire while despondent over the loss of his position and of his friends Chas. S. Sibbald and Brent Marshall, whose lives were lost when the great roof of the building crashed down upon them. Since the fire Dillman often said "Poor Charlie! Poor Brent!"

Attorneys for the creditors of John E. Humphreys, the missing broker, will bring suit against various brokerage houses or alleged bucket shops for more than \$90,000 which Humphreys is said to have lost in speculating thru them. In examining Humphreys' desk it was found that his speculations ran back as far as 1906, being conducted at that time thru concerns which have been put out of business by federal prosecution since.

It is now believed that no effort will be made to rebuild the Chamber of Commerce in its original form altho the heavy granite walls would easily permit of it. A modern office building will probably replace the burned building, which would provide an enlarged income and considerably more space. The site is one of the most valuable in the city and is worth about \$600,000. The board of directors has leased quarters in the Burnett House, which is just back of the old building, for one year. The five grain firms who were burned out have all arranged for new quarters. James A. Loudon and Monrow Izor have offices in the Andrews Bldg., The Ellis & Fleming Grain Co. is in the 4th National Bank Bldg., Early & Daniel Co. in the Sinton Hotel and the W. L. Brown Grain Co. with A. Bender. The office of C. B. Murray was located in the only part of the building not harmed. Chief Grain

Inspector Munson discovered one of the moisture testing machines in the ruins of the building in practically perfect working order. This machine had been installed only a short time previous to the fire.

TOLEDO LETTER.

Thomas Corwin, who was formerly connected with Southworth & Co., died recently of heart failure.

Oats reaching the local market are said by Chief Grain Inspector Culver to show the best quality in 25 years.

Officials of the Produce Exchange who were re-appointed for 1911 are: Chief inspector E. H. Culver, assistant inspector and weigher Samuel Holder, assistant secretary Rolla J. Wendt, clerk Henry Blankemeier.

Pres.-elect David Anderson gave the customary banquet to members of the Produce Exchange recently at which a movement was launched for the settlement of the weight problem. The question of more eltr. room was also discussed, the hope being expressed that a fire-proof eltr. of 2,000,000 bus. capacity be erected. The establishment of such plant would greatly increase the local grain trade.

The wheat and rye inspection committee of the Produce Exchange during 1911 will consist of D. Anderson, H. W. Devore, J. W. Young, W. H. Haskell, F. W. Rundell, F. O. Paddock, Fred Mayer and C. S. Coup. The corn and oats inspection committee for the year will consist of E. L. Southworth, H. W. Devore, J. W. Young, W. H. Haskell, F. W. Rundell, F. O. Paddock and W. E. Tompkins. Committee on handling off grades: David Anderson, J. C. Keller, E. L. Southworth, F. O. Paddock, W. H. Haskell. The committee on membership: E. L. Camp, F. J. Reynolds, F. I. King, F. W. Jaeger and J. E. Rundell. The committee on weights: K. D. Keilholtz, H. D. Raddatz, F. W. Rundell, F. Mayer and J. C. Keller. The committee on rules and floor: H. W. Devore, K. D. Keilholtz, F. C. King.

OKLAHOMA.

Thomas, Okla. — The eltr. of the Thomas Grain Co., owned by J. T. Wes-



Foto by Paul Milloy.

F. C. Weathersby, Memphis.

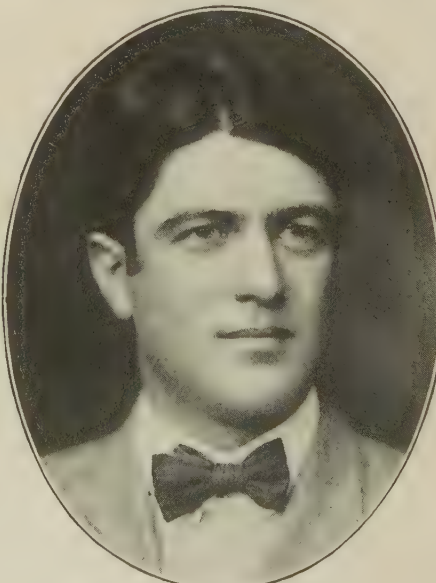


Foto by Paul Milloy.

Chas. F. Kolp, of Trenholm, Kolp & Co., Memphis.

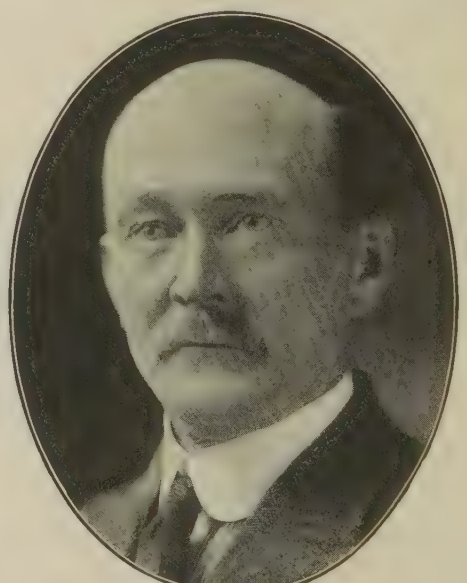


Foto by Paul Milloy.

J. W. Fulghum, of Rainer-Connell Co., Memphis.

ley burned recently with a loss of \$6,000; insurance, \$4,000.

Pond Creek, Okla.—The Farmers Eltr. Co. will rebuild their mill which was burned recently.

Oklahoma City, Okla.—P. J. Mullin of the P. J. Mullin Grain Co., fell and injured himself recently.

Oklahoma City, Okla.—The Brooking Grain Co. has closed its offices here and Mr. Brooking is traveling thru Texas for a St. Louis firm.

Custer City, Okla.—I have moved here from Arapaho, Okla., where I was mgr. for the Arapaho Mill & Eltr. Co. I sold my interests there. I am interested here with my father in an eltr., mill and ice plant operated under the name of the R. B. Miller & Sons' Co.—J. E. Miller.

Oklahoma City, Okla.—The Tri-State Arbitration Committee was in session on Dec. 16, and the following cases on appeal were taken up and disposed of: Hobart Mill & Eltr. Co. v. J. H. Pruitt Grain Co.; the committee reversed the award of the Oklahoma Board and rendered verdict in favor of the Hobart Mill & Elv. Co. E. R. & D. C. Kolp v. Lamont Alfalfa Milling Co.; findings of original board sustained. Early Grain & Elv. Co. v. D. J. Donahue; findings of original board sustained. E. R. & D. C. Kolp v. Randels & Grubb; findings of original board sustained. The cases were appealed from the findings of the Arbitration Committee of the Oklahoma Grain Dealers Ass'n. E. R. & D. C. Kolp v. J. D. Best & Co., Denver, Colo., was on appeal from the findings of the Colorado Arbitration Committee and the original findings are reversed and judgment given in favor of E. R. & D. C. Kolp. E. R. & D. C. Kolp v. Bluff City Milling Co., was on appeal from the Kansas Arbitration Committee and the decision of the original Board is reversed and the verdict is in favor of E. R. & D. C. Kolp.

OREGON.

Vale, Ore.—The Caldwell Mlg. & Eltr. Co. have opened a branch house here.

PENNSYLVANIA.

New Brighton, Pa.—J. H. Hornby & Sons will erect a storehouse, eltr. and mill.

Hatfield, Pa.—Geo. S. Snyder died recently, aged 56. He was a member of the Philadelphia Commercial Exchange.

Pittsburg, Pa.—The Grain & Flour Exchange is considering the employment of a traffic mgr. to have charge of all matters in connection with the railroads.

PHILADELPHIA LETTER.

Indiana and Ohio are sending some fine corn to this market.

Grain men here are up in arms and fighting the State Mercantile tax as they insist that the bulk of their trade is of the interstate character and non-taxable. The Commercial Exchange is backing them in that position.

The Pennsylvania Railroad will build a large transfer eltr. here as one of the first steps in raising the standard of its port terminals. At present, the Pennsylvania's capacity for handling grain is only 210,000 bus. in 10 hours.

Samuel L. McKnight, if he lives, will be the next president of the Commercial Exchange as all opposition has been withdrawn, he having made such a capable and conservative officer that he will be given a unanimous support. Louis G. Graff, the head of the Export grain firm,

is picked out as a winner for the Vice-Presidency, and Joseph W. Beatty is likely to succeed himself as Treas. Six directors will be chosen on Jan. 31 and no less than 24 nominations have been posted, but the withdrawals have already begun.

Special Examiner F. I. Vassault of the Interstate Commerce Commission, in the Federal building here heard the contentions of the hay and grain men that the Saturday half holiday should not be counted in the demurrage time allowance. They claimed it was difficult to work bills of lading and drafts particularly on consignments that arrived late on Friday. The railroad agents by actual count showed that nearly twice as many of the grain feed, flour and hay firms were doing business at their offices in the Bourse during Saturday as against three score or more that were closed. All of the bright lights of the Commercial Exchange from the President down were on the stand. Feb. 19, Mar. 11 and March 21 was allotted as the time limit for the lawyers to hand over their briefs.—S. R. E.

SOUTH DAKOTA.

Stickney, S. D.—O. J. Auker has removed to Flandreau, S. D.

Garretson, S. D.—E. A. Brown has installed automatic scales in his eltr. here.

Elkton, S. D.—Geo. Luken, former mgr. of the eltr. of E. A. Brown, has resigned.

Marvin, S. D.—The Farmers Grain & Merc. Co. will install a roller feed mill, replacing a burr mill.

Clear Lake, S. D.—Robert Borne has succeeded me as agt. for E. A. Brown at this point.—H. R. Morgan.

Huron, S. D.—Wm. H. Smith, widely known to the grain men of this territory and employed by the Van Dusen Elevator Co., died recently at the age of 50 years.

Aberdeen, S. D.—The Farmers Co-operative Eltr. Ass'n of South Dakota will hold its annual meeting at this city Feb. 8-10. J. T. Belk of Henry, S. D., is sec'y.

Bridgewater, S. D.—Geo. E. Todd has been appointed by Referee Henry A. Muller, trustee of the affairs of John E. Carlson, adjudged bankrupt and will dispose of Mr. Carlson's eltr. at Sioux Falls, Jan. 30.

Roscoe, S. D.—A judgment of \$499.20 has been rendered against the Reliance Eltr. Co. in favor of J. G. Brady of Aberdeen on account of the sale to the elevator company of a load of flax by one of Brady's teamsters in October, 1909. Mr. Brady contended that the teamster had no authority to sell the flax and refused to accept \$1.22 per bu. to which price the teamster had agreed. The jury awarded \$2.40 per bu., the highest market price, and interest upon the money from the time of the transaction.

SOUTHEAST.

Richmond, Va.—I am no longer in the grain and hay business.—D. O. Sullivan.

Natchez, Miss.—M. L. Carpenter & Son have installed a Hess U. S. Moisture Tester.

Birmingham, Ala.—The Birmingham Grain Co. has a new eltr. Ernest Redd is the proprietor.

Columbia, S. C.—The Columbia Grain & Provision Co., incorporated, capital stock, \$25,000; incorporators: B. R. Cooner and M. W. Platt.

[Continued on page 136.]

Sample Envelopes

Non-Sifting

Designed especially for mailing samples of grain and seed. Specimens Free.

TULLAR ENVELOPE CO.
67 Larned St. Detroit, Mich.



Cover's Dust Protector

Rubber Protector \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER

124 Perley St., South Bend, Ind.

SALT

NEW BARRELS
NEW SALT
PROMPT SHIPMENTS

WRITE US FOR PRICES

THE COLONIAL SALT CO.

AKRON, O.

MANHATTAN BLDG.
CHICAGO

D. S. MORGAN BLDG
BUFFALO, N.Y.

Kennedy Car Liners

ARE THE

**modern,
cheap,
sure way
of preventing
leakages in
transit.**

MADE BY

FRED W. KENNEDY

Shelbyville, Ind.



The
National City Bank
of Chicago

CHICAGO

Capital \$1,500,000; Surplus and
Undivided Profits \$353,752.25

Approved by Chicago Board of Trade
as a Margin Depository

**We allow 2% interest on
all margin deposits**

OFFICERS: DAVID R. FORGAN, President; ALFRED L. BAKER, Vice President; CHAS. B. PIKE, Vice President; H. E. OTTE, Vice President; F. A. CRANDALL, Vice President; L. H. GRIMME, Cashier; W. D. DICKEY, Assistant Cashier; A. W. MORTON, Assistant Cashier; W. T. PERKINS, Assistant Cashier; HENRY MEYER, Assistant Cashier; WM. N. JARNAGIN, Assistant Cashier; R. U. LANSING, Manager, Bond Department.

DIRECTORS: ALFRED L. BAKER, of Alfred L. Baker & Co.; AMBROSE CRAMER, Trustee Estate of Henry J. Willing; EDWARD F. CARRY, Vice Pres. American Car & Foundry Co.; A. B. DICK, Pres. A. B. Dick Co.; E. G. EBERHARDT, Vice Pres. and Gen. Mgr. Mishawaka Woolen Mfg. Co. Mishawaka, Ind.; STANLEY FIELD, Vice Pres. Marshall Field & Co.; DAVID R. FORGAN, Pres.; F. F. PEABODY, Pres. Cluett, Peabody & Co.; H. A. STILLWELL, Vice Pres. Butler Bros., Chicago; JOHN E. WILDER, Vice Pres. Wilder & Co.; H. E. OTTE, Vice Pres.

Patents Granted

Hanger for Ear Corn. No. 981,269. (See cut.) Geo. M. Hurff, Peoria, Ill. A hanger, formed from a single piece of metal, comprising a flat bar provided with an eye

and having a cover composed of a vulcanized rubber compound.

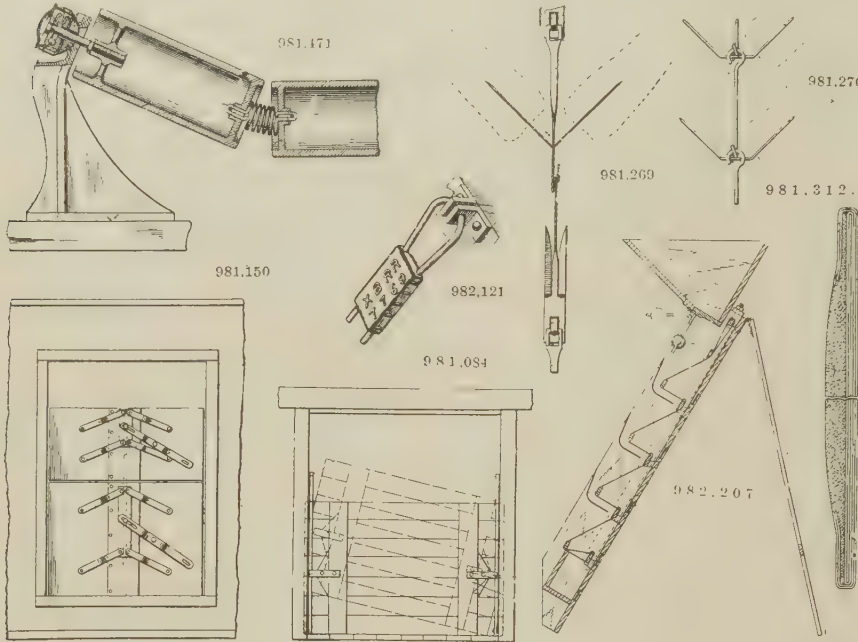
Car Seal. No. 982,121. (See cut.) Edward J. Brooks, East Orange, N. J. A press-fastenable car seal having, in combination, an open front seal part of nearly rigid sheet-metal constructed with side lips provided with internally exposed roughening means and adapted to be curled inward by a seal press, and abutment edges opposed to and a flexible shackle adapted to interact with the lips, roughening means and abutment edges to fasten the seal.

comprising upper and lower sections each of which is formed in adjustably connected laterally expansible members, a sliding hinge connection between the upper and lower sections, whereby either one of the sections is adapted to be expanded or retracted independently of the other, means to expand and retract the sections whereby the outer edges are brot into and out of operative engagement with the sides of the door jamb and means whereby the door sections are raised and supported in an out of the way position.

Belt Conveyor. No. 981,471. (See cut.) Arthur B. Proal, Jr., Nutley, N. J., assignor to Robins Conveying Belt Co., Passaic, N. J. The combination with a plurality of pulley members and end thrust suspension bearings for supporting them, of a spring coupling for adjacent pulleys, the spring coupling comprising a short section of helical spring, the ends thereof being turned back upon themselves to form loops, the looped ends being received within openings in portions of the pulleys, and pins received transversely within the loops and engaging the pulley portions.

Grain Door. No. 981,084. (See cut.) John Henry, Grand Forks, N. D. The combination of a car body having door posts and also having flanges on the inner portions of the posts and extending toward each other, a door arranged partly within the body and flat against the inner sides of the posts and also arranged partly between the opposed edges of the flanges and separated from the edges by intervening spaces sufficiently large to permit of the door being canted and fasteners attached to the door part that rests between the opposed edges of the flanges and having end portions extending outward beyond the edges of the door part and lapped against the outer sides of the flanges on the door posts.

Grain and Seed Separator and Cleaner. No. 982,207. (See cut.) Owen W. Hall, Portland, Ore., assignor to Eliza Brough Hall, Portland, Ore. A chute-like casing with a series of transverse bridge-bars between the sides of the casing, the bars arranged spaced apart in upper and lower horizontal rows, the bridge-bars of one row being fixed in place, and the bridge-bars of the other row being longitudinally movable in the casing; a screen surface made of wire arranged in longitudinal parallel strands, the ends of the wire being fastened to one of the bridge-bars and the intermediate part of the wire being led to and fro around the outer faces of the fixed and adjustable bridge bars and arranged in steps, tension bars connecting the bridge bars and means for simultaneously drawing up the tension bars.



in the body of the upper end portion, a hook formed from the body of the bar at its lower portion and impaling prongs cut from strips cut partially away from the sides of the bar.

Conveyor Belt. No. 981,312. (See cut.) Thomas Robins, New York, N. Y. A conveyor belt having a body composed of a plurality of plies of textile fabric and interposed layers of a gutta percha compound penetrating not only between the strands but between the fibers of the strands and rendering them non-capillary

Hanger for Ear Corn. No. 981,270. (See cut.) Geo. M. Hurff, Peoria, Ill. A series of interengaged hanger units, each formed of a stem, provided with an engaging hook at its upper end and an eye or the like at its lower portion and a bar secured to the lower portion of the stem and disposed substantially at right angles thereto, whereby the hook of one hanger may engage the loop of the hanger in a relation that the hook will bear against the cross bar to prevent torsion movement.

Grain Door. No. 981,150. (See cut.) James Archer, St. Thomas, N. D. A door



Foto by Paul Milloy.

Geo. H. McCleary, of McLaughlin Coal & Grain Co., Memphis.

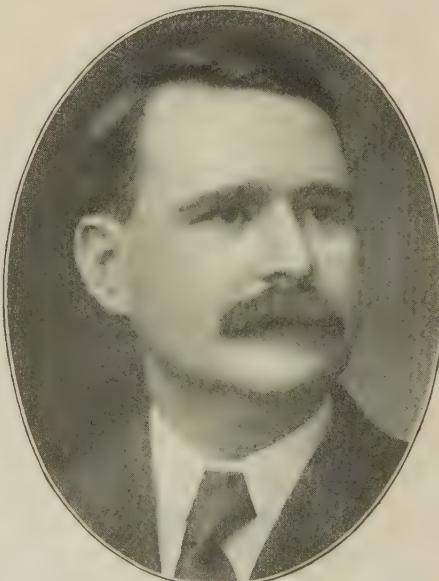


Foto by Paul Milloy.

M. P. McLaughlin, of McLaughlin Coal & Grain Co., Memphis.



Foto by Paul Milloy.

J. S. Denyven, of J. S. Denyven & Co., Memphis.

Supreme Court Decisions

Connecting Carriers.—Where a shipment over connecting lines is on a thru B/L issued by one of them, both are equally liable to the shipper for any damages to the shipment thru the negligence of either.—*Houston, E. & W. T. Ry. Co. v. Waltman*. Court of Civil Appeals of Texas. 132 Southwestern 518.

Acceptance of B/L.—Where a shipper for three years had been receiving B/L in the same form and terms as one in question, his knowledge of its terms, in the absence of fraud of the carrier, must be conclusively presumed, and he cannot escape the presumption by not reading it.—*Hix v. Eastern S. S. Co.* Supreme Judicial Court of Maine. 78 Atl. 379.

Construction of Demurrage Statute.—Rev. St. 1895, art. 4500, imposing a penalty of \$25 for each car not used by a shipper within 48 hours after it is furnished him for loading, being penal, cannot be extended by implication, and must be strictly construed, so as not to impose any penalty not expressly provided by its terms.—*Gulf, C. & S. F. Ry. Co. v. Louis Werner Stave Co.* Court of Civil Appeals of Texas. 131 S. W. 658.

Delivery by Carrier.—Where, the defendant carrier failed to lock a car containing goods shipped by plaintiff, it gave no authority to one to whom it was authorized to deliver the goods on surrender of an order, which had been attached to a draft for the purchase price, to break the seal on the car and inspect the goods, and the goods were not taken by such person, there was no delivery.—*Yuille-Miller Co. v. Chicago, I. & L. Ry. Co.* Supreme Court of Michigan. 128 N. W. 1099.

Termination of Contract.—Where a contract for the sale of 15,000 bushels of malt was entered into, providing that it should be shipped as ordered, during the season ending December 31, 1906, was not completed on such date, and neither party made an offer of completion, there was no breach on either side, as it had expired by its terms. Where the seller of malt, which was sold under a contract that provided for its delivery as ordered during the season ending December 31, 1906, filled orders at that price after such date, no estoppel or waiver arose as against the seller, precluding him from asserting a termination of the contract.—*Globe Brewing Co. v. Ameri-*

can Malting Co. Supreme Court of Illinois, 93 N. E. 300.

Notice to Carrier of Special Damages.—In an action against a carrier for negligent delay in transporting grain, an instruction that the jury might also find for plaintiff for its damage, if any, for being deprived of the use of the wheat which it had contracted to sell, if the jury found that any of the wheat had been sold by plaintiff, was erroneous, as assuming that the carrier had notice of the special damage accruing and to accrue to plaintiff.—*Atchison, T. & S. F. Ry. Co. v. Keel Grain Co.* Court of Civil Appeals of Texas. 132 S. W. 837.

Damages for Breach of Contract.—A buyer claiming as damages for the seller's failure to deliver goods bought the difference between the price fixed in the contract and the market price of the same kind of goods on the last day of the term fixed in the contract for delivery thereof, is not limited to the difference between the profits he would have made by the resale of the goods purchased from the seller under the contract and the profits he made on a resale after purchasing the goods at an advanced price, merely because he alleges that he had contracted with third persons to sell them the goods, and that this fact was known to the seller at the time of the contract of sale, where it is not alleged that the contract sued on was made with reference to such other contracts.—*Hafner Mfg. Co., v. Lieber Lumber & Shingle Co.* Supreme Court of Louisiana. 53 South 646.

Initial Carrier's Recourse on Connections.—Act. Cong. June 29, 1906, c. 3591, § 7, 34 Stat. 595 (U. S. Comp. St. Supp. 1909, p. 1166), provides that a common carrier issuing a receipt or bill of lading for property received by it for transportation from a point in one state to a point in another state is liable to the lawful holder thereof for any loss or damage to the property caused by it or by any of its connecting carriers over whose lines it may pass, and that no contract shall exempt such common carrier from such liability, and also provides that a common carrier, railroad, or transportation company issuing such receipt or B/L may recover from a common carrier on whose line the loss or damage shall have been sustained the amount of such loss or damage as it may be required to pay to the owners, as evidenced by any receipt or judgment. Held, that the right so granted to the carrier giving such receipt or B/L cannot be impaired by any agreement between the shipper or holder of the receipt or B/L and any of the connecting carriers.—*Carlton Produce Co. v. Velasco, B. & N. Ry. Co.* Court of Civil Appeals of Texas. 69 S. W. 1187.

The Ellis Drier Co.

Does Your Kiln Dried Corn

smell cooked, is there a large amount of broken kernels, has it lost its natural lustre, and is it lifeless to the touch? If any of these characteristics are in evidence in the kiln dried corn you turn out then you have either failed to manipulate the drier properly or you are trying to dry with an unsatisfactory machine. Corn dried with an Ellis Drier does retain its color, its life, and natural sweetness, and so perfectly and easily is the process accomplished that the percentage of breakage is too small to be counted.

It's Nature's
Nearest
Way

Chicago
U.S.A.

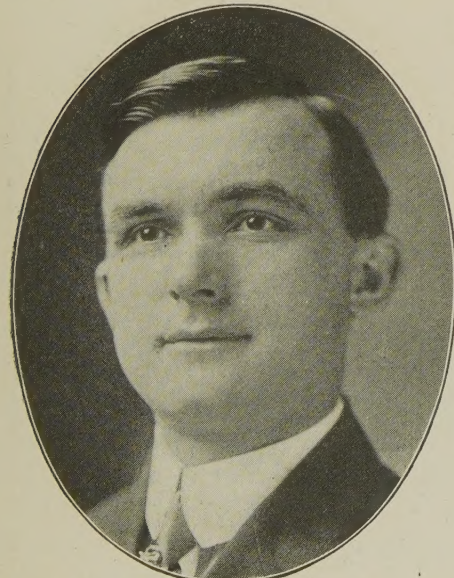


Foto by Paul Milloy.

R. B. Buchanan, of R. B. Buchanan & Co., Memphis.

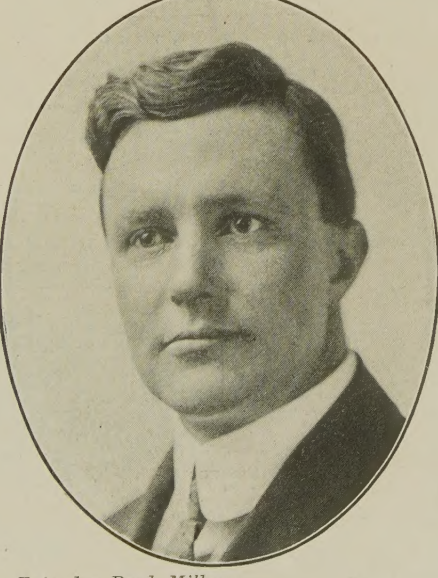


Foto by Paul Milloy.

E. R. Barrow, Official Chemist Memphis Merchants' Exchange.

Supply Trade

A recent incorporation is that of the Gardner Grain Weigher Co., Ottawa, Ill., for the manufacture of grain weighing and loading devices.

B. S. Constant Co., Bloomington, Ill., advise us that its sales of grain handling machinery for the year 1910 were the largest in the history of the concern.

M. D. Varney, sales manager for the Winters-Coleman Scale Co., has removed his headquarters from Omaha to St. Louis, with offices at 409 N. Fourth st., after Feb. 1.

Barnard & Leas Mfg. Co., Moline, Ill., have engaged William G. Clark to represent their comprehensive line of grain elevator and flour mill machinery for the central territory, with offices at 701 Fisher Bldg., Chicago.

J. H. Pank, Northwestern representative of the Richmond Mfg. Co., is now located at Room 916, Flour Exchange Bldg., Minneapolis, where he will be glad to hear from parties interested in grain cleaners and driers.

A recent change in the firm name of Webster Mfg. Co. to The Webster Mfg. Company is nominal only, carrying with it no change in the officers or the business policy that has marked its success through many years.

The Bauer Bros. Co., Springfield, O., supercedes the corporate name of the Foos Mfg. Co. of that city. The brothers, Chas. L., Wm. A., and Louis E. Bauer have for many years been identified with the Foos Co.

Skillin & Richards Manufacturing Co., Chicago, has recently closed a lease for the purpose of moving its general offices and entire plant from its present location at Fulton and Union Sts. to the Cragin district, Courtland St. & 46th Ave.

The Huntley Mfg. Co., Silver Creek, N. Y., has secured another supply of the Crystaloid Display Hangers which it has been distributing. If elevator men want a handsome piece of art work for permanent display, write the Huntley Mfg. Co. asking them to send one.

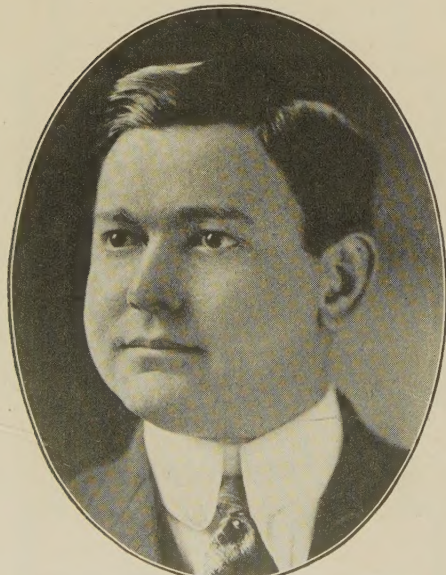


Foto by Paul Milloy.

C. B. Stafford, Commissioner of Memphis Grain & Hay Ass'n.

Annual Statement of Grain Dealers National Fire Insurance Co.

The Eighth Annual Statement of the Grain Dealers National Mutual Fire Insurance Co. issued Jan. 1, shows that this company suffered losses during 1910 amounting to \$111,075. Since organization, it has paid losses aggregating \$463,208. The company's assets amount to \$1,338,360, of which \$153,523 was cash. \$113,350 of the company's assets was invested in interest bearing bonds and mortgages.

The company starts the new year with a higher grade of risks than ever before, a number of elevators which were not kept up to standard condition having been dropped during the past year by cancellation and expiration. The company's officials are exerting themselves to reduce fire hazards and prevent needless fires which will result in a lower cost of insurance to mutual policy holders.

At the annual meeting of policy holders held in Indianapolis, Jan. 18, Sec'y C. A. McCotter and the old directors were re-elected for another year. J. W. McCord, Columbus, O., was elected President; H. N. Knight, Monticello, Ill., Vice-Pres. and J. W. Sale, Bluffton, Ind., Treas.

Annual Report of the Millers of Alton.

The 34th Annual Report of the Millers Mutual Fire Insurance Ass'n of Illinois, shows the Company to have had a very good year, notwithstanding it suffered a small reduction in the amount of insurance in force. The insurance written during 1910 aggregated \$10,883,677, making the total amount in force Dec. 31, \$15,104,436. Its cash assets were increased \$23,656 during the year, so that it now has cash assets of \$376,783, and a cash surplus of \$353,034. The premium notes in force amount to \$2,124,776, the losses incurred amount to \$191,209, which is a reduction of over \$10,000 as compared with the preceding year. Since organization, this Ass'n has paid losses amounting to \$1,765,353.

Annual Report Millers National Insurance Co.

The 35th Annual Report of the Millers National Insurance Company shows that during the year the company suffered 560 losses, amounting to \$612,064. Since organization, it has paid losses amounting to over \$7,100,000. The company closed the year with admitted cash assets amounting to \$1,645,117, and a cash surplus, including its permanent fund of \$500,000 of \$966,846. It held premium notes subject to assessment, having a net value of \$4,432,661, giving a net surplus over all liabilities of \$4,899,507.

The company's income for the year amounted to \$806,453, divided as follows: From cash policy premiums, \$473,783, from mutual policy premiums, \$90,687, from mutual policy assessments, \$350,313, interest from investments, \$69,974.

The company closed the year with \$62,608,666 of insurance in force or an increase for the year of \$4,763,952. The total amount of the company's mutual business at the close of the year was \$30,932,037, while its total cash business was \$31,676,628.

Annual Meeting Ohio Grain Dealers' Mutual.

All of the old officers and directors of the Ohio Grain Dealers Mutual Fire Insurance Co. were re-elected at the annual meeting, held Jan. 10 at Columbus. H. S. Grimes, is pres.; J. H. Motz, vice pres.; J. W. McCord, sec.; Fred Vercoe, treas.; C. O. Peters, inspector.

Reports showed the cost of insurance to have been 37½ per cent of that of stock

companies, thus effecting a saving of 62½ per cent to members. Losses during the year aggregated \$8,000.

Interstate transportation of white phosphorus matches will be prohibited under a bill introduced in Congress by Representative Mann of Illinois. This form of phosphorus causes necrosis of the jawbone among match factory employees. The mutual fire insurance companies favor the bill.

The Supreme Court of the United States on Jan. 16 affirmed the decision of the Supreme Court of Alabama, holding unlawful the fixing of rates by stock fire insurance companies in their agreement as members of the Southeastern Tariff Ass'n. The Alabama law of 1897 to prohibit combinations among insurance companies was upheld. The act provided that every policy of fire insurance should be interpreted, in event of loss thereunder to include a 25 per cent penalty if the insurance company, either at the time the policy was issued or before the time of trial, was a member of a tariff association for fixing the rate of insurance. The insured had brought suit to recover \$4,000 insurance on lumber burned, and \$1,000 penalty under the act.

ORGANIZED 1883

The Western Millers' Mutual Fire Insurance Company

KANSAS CITY, MO.

CHAS. H. RIDGWAY, Secretary.

SAFE INDEMNITY

Flour Mills, Elevators, Warehouses, and contents.

MILL OWNERS MUTUAL FIRE INSURANCE COMPANY

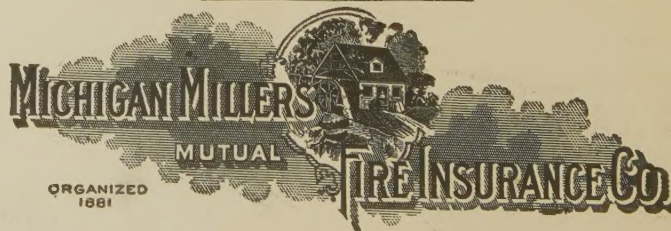
DES MOINES, IOWA

The Oldest Millers Mutual Fire Insurance Company in America.

Cash Assets over \$300,000

J. T. SHARP, Secretary

THE OLD RELIABLE



LANSING, MICH.

INSURES ELEVATORS AND GRAIN

PERMANENT OR SHORT TERM POLICIES

Fire Insurance Companies

STANDARD POLICY.

Expires _____ Optional
Property _____ Elevators
Amount _____ \$ Large
Premium _____ \$ Low



Elevator Owners
in the
Grain Growing States

NOTICE.

The holder of this Policy is a member of the Company and shares in the benefits.



BRANCH OFFICES:

Sioux Falls, S. D.

Kansas City, Mo.

This Policy

insures you against loss by fire and lightning.

It also insures your getting protection in a sound and reliable company that pays its losses promptly.

The complete policy contract and forms leave no chance for dispute.

Our statement and statistics will give you interesting information. They are free for the asking.

If you don't investigate and secure one of our policies you will be the loser.

Write to our nearest office.

ORGANIZED 1878

The Millers' Mutual Fire Insurance Association of Illinois ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at cost.

Insurance in force - - \$15,104,436.83
Cash Surplus - - - - 353,034.68

GEORGE POSTEL, President G. A. McKINNEY, Secretary

Address all Correspondence to the Company at Alton, Ill.

THE VALUE OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

INSURANCE BUYERS QUESTIONS ANSWERED

Here are three questions which every buyer of insurance should ask, and our answers

QUESTIONS:

Is the Company Sound?
Will it Pay Its Losses?
Is the Cost Reasonable?

OUR ANSWERS:

Gross Assets \$5,288,714.18
Losses Paid \$6,054,303.83
Costs 50% Less than Basis Rates

Investigate our rates and methods.

MILLERS NATIONAL INSURANCE CO.

OFFICERS

C. H. SEYBT, President C. B. COLE, Vice-President
M. A. REYNOLDS, Secretary F. S. DANFORTH, Assis't Secretary

AGENCY MANAGERS

I. N. JUST, Seattle, Washington, Pacific Coast Agency
H. M. GILES, Minneapolis, Minnesota, Northwestern Agency
CHAS. H. RIDGWAY, Kansas City, Missouri, Southwestern Agency
E. K. SCHULTZ, Philadelphia, Pennsylvania

DIRECTORS

C. B. COLE, Chester, Illinois
A. FASSLER, Topeka, Kansas
H. S. HELM, Minneapolis, Minnesota
JOSEPH LeCOMPTE, Lexington, Kentucky
H. K. WOLCOTT, Batavia, Illinois
SAMUEL PLANT, St. Louis, Missouri
M. A. REYNOLDS, Chicago, Illinois
C. H. SEYBT, Highland, Illinois
J. H. MacMILLEN, Minneapolis, Minnesota

205 LaSalle Street,

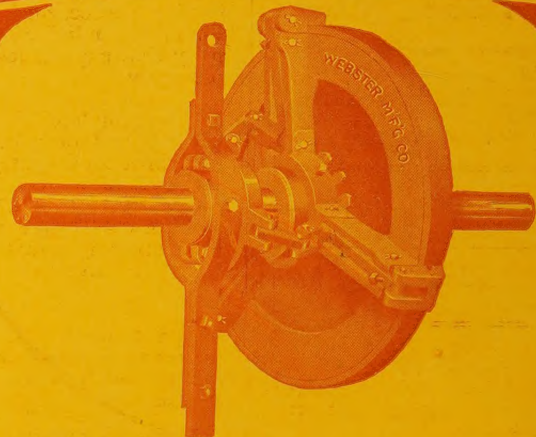
CHICAGO, ILL.

Have You
Seed For Sale?

Do You Wish
To Buy Seed?

See our "Seeds For Sale—
Wanted" Department
This Number.

Transmit Power "the WEBSTER Way"



"Steel Plate" Friction Clutches

SIMPLE IN CONSTRUCTION EASILY ADJUSTED
ALWAYS RELIABLE

All Clutch Sheaves and Pulleys in the big Grain Elevator just erected by the Boston & Albany Ry. Co. at East Boston, Mass., were equipped with Webster "Steel Plate" Clutches.

THE WEBSTER M'F'G CO.

2410-2432 West 15th Street

CHICAGO

New York Office: 88-90 Reade Street

Kansas City Representative:

W. J. Murphy, 225 Exchange Bldg.

WELLER-MADE

Spiral Conveyors



These have cold-rolled sectional flights which insure far greater durability and practicability than is found in the older methods of construction, and make them particularly suitable for service in elevators and mills.

Elevating, Conveying and Power Transmitting Machinery

WELLER-Made products are of high efficiency. They handle materials and transmit power with the greatest degree of rapidity and economy. Send for 512-page catalog.

Weller Mfg. Co.
Chicago

W

W

The Day Dust Collector



Quality
coupled
with
service
rendered

is remembered long after the PRICE is forgotten.

The saving of H. P. over other collectors through the least resistance to fan as well as satisfactory results obtained, has put the DAY Collector where it belongs, at the very head of the list.

Hundreds of satisfied users throughout the country corroborate above statements.

Write us for prices when in need of a collector.

THE DAY COMPANY
1122 Yale Place Minneapolis, Minn.